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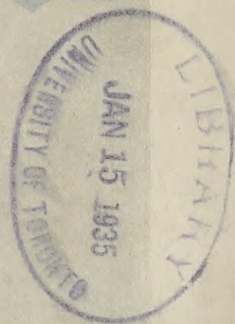
An Appreciation of Great Britain

NOVEMBER

THE

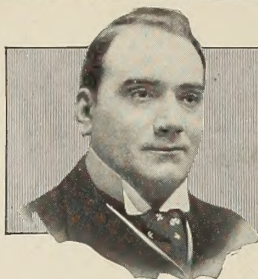
25 CENTS

# WORLD'S WORK



Through the Hostile Lines <sup>By</sup> Hugh Gibson

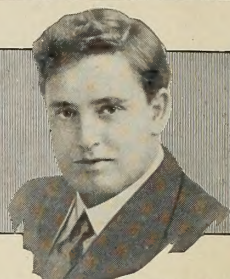




CARUSO



GLUCK



McCORMACK

## Everybody naturally wants to hear the best music

If you had your choice of attending two concerts—the greatest artists in all the world appearing at one, some little-known artists at the other—which would you choose? You would quickly decide to hear the renowned artists who are famous for their superb interpretations. And this is exactly the reason why the Victrola is the instrument for your home. The world's greatest artists make records for the Victor exclusively:

Caruso, Alda, Braslau, Calvé, Culp, de Gogorza, De Luca, Destinn, Elman, Farrar, Gadske, Galli-Curci, Garrison, Gluck, Hempel, Homer, Journet, Kreisler, Martinelli, McCormack, Melba, Paderewski, Powell, Ruffo, Schumann-Heink, Scotti, Sembrich, Tetrazzini, Whitehill, Williams, Witherspoon, Zimbalist.

There are Victors and Victrolas in great variety of styles from \$10 to \$400, and there are Victor dealers everywhere who will gladly demonstrate them and play your favorite music for you. Ask to hear the Saenger Voice Culture Records.

**Victor Talking Machine Co., Camden, N. J., U. S. A.**

Berliner Gramophone Co., Montreal, Canadian Distributors

New Victor Records demonstrated at all dealers on the 1st of each month

## Victor Supremacy

"Victrola" is the Registered Trade-mark of the Victor Talking Machine Company designating the products of this Company only.

**Warning:** The use of the word **Victrola** upon or in the promotion or sale of any other Talking Machine or Phonograph products is misleading and illegal.

**Important Notice.** Victor Records and Victor Machines are scientifically coordinated and synchronized by our special processes of manufacture, and their use, one with the other, is absolutely essential to a perfect Victor reproduction.

To insure Victor quality, always look for the famous trade-mark, "His Master's Voice." It is on all genuine products of the Victor Talking Machine Company.



Victrola XVII. \$250  
Victrola XVII electric, \$300.  
Mahogany or oak.





THE MAN WHO PUT CREAM OF WHEAT ON THE CALENDAR

*Painted by Edward V. Brewer for Cream of Wheat Co.*

*Copyright 1917 by Cream of Wheat Co.*



# The six-fire Mystery that detectives couldn't solve

## FIRE NO. 1

At noon on October 27th, at the Canadian Rubber Company's factory in Montreal, fire was discovered in a scrap sorting-room. Some employees, returning after the noon hour, saw smoke coming up the stairway from a small room in the basement in which sweepings are sorted. Investigation showed that there was a fire in a barrel of sweepings. Right over the barrel was an automatic sprinkler-head on its pipe and from this a shower of water helped put out the fire.

## FIRE NO. 2

That same evening at 6:50 P.M., a small fire occurred in the cutting-room, second story of No. 8 Building. Smoke was seen coming from a pile of cotton-covered frames used for carrying rubber. This fire occurred not long after the day employees left the factory. A couple of pails of water were thrown on the burning cloth and the fire was soon out.

## FIRE NO. 3

An hour later fire was discovered under a bench in the cutting-room in second story of building where there was an accumulation of scrap material. Automatic sprinklers again came into action. Loss, \$850 to \$900.

## FIRE NO. 4

An hour and a half later, at 9:40 P. M., a small fire was discovered in the second story of another building in a pile of "books," which are made of cloth covered with rubber and used for carrying about the unvulcanized rubber.

That made four fires in one day. The management got scared and put on extra watchmen. For several nights some special men were also hidden about the rooms to watch for firebugs.

## TRYING TO FIND A CLUE

The second night a fire broke out in a rubber-rack close to one of the detectives. Upon jumping out, expecting to trap the

firebug, he was astonished beyond measure to find no one else in the room and no trace or clue of what started the fire. The flames leaped from shelf to shelf and across the near-by racks with fearful speed, causing the sprinklers to open up and put it out.

Two days after that on October 31st, at 11:10 P.M., fire was discovered in the packing-room in bags of clippings. Thirteen sprinkler-heads came into action and controlled the fire until two hose-streams were brought into play to finish the job.

The story illustrates how capricious the fire-demon is. Instead of being distributed with some uniformity through the year, these six fires came all in a bunch. Some of them came in spite of extra watchmen hiding around the building and other special precautions.

The significant thing is that the sprinklers in no case failed to do their duty. Whether the watchmen were there or not—whether they were asleep or alert, the sprinklers were invariably on the job, each sprinkler-head ready to rain down twenty gallons of water per minute on the heart of the blaze.

In spite of the fires, the Canadian Rubber Company, as a going business, never ceased going. Little fires might spring up—four a day or four an hour—without threatening the business.

The Canadian Rubber Company is secure against interruption of business by fire. Are you? Your store, your factory, your warehouse is covered by insurance, of course; but if it burned down—or assuming the building is fireproof, if it burned out, which is much the same thing—would the insurance money begin to repay you for the business earthquake which you would suffer and the demoralization which would ensue before you got going again?

"Fully covered by insurance" is a much misused phrase. Insurance partly repays the material damage, but does not cover the damages due to interruption of business, loss of orders and profits, and the general losses which a conflagration entails.





THE FIFTH FIRE BROKE OUT CLOSE TO ONE OF THE DETECTIVES HIDDEN NEAR A RUBBER-RACK.

Under sprinklers, however, a conflagration becomes practically impossible, and the only losses which remain are the trifling ones occasioned by a fire that covers only a few square feet and burns only a few minutes before the sprinkler squelches it.

Sprinkler equipment is relatively cheap because it brings about large savings in the annual insurance cost—savings which very commonly are enough to pay for the sprinklers within a few years, but which are well worth while, even if it is a long-term investment.

Keep your going business going—with Grinnells.

We may tell you that you have not a sprinklerable proposition. On the other hand, we may show you the way to large savings in money through up-to-date fire-protection. Certainly we can show you how to save your business from fire.

Write us to-day. Don't theorize—get the figures! Address the General Fire Extinguisher Company, 281 West Exchange Street, Providence, R. I.

# GRINNELL

AUTOMATIC SPRINKLER SYSTEM  
*The Factory-Assembled System*



# How I Raised My Earnings from \$30 to \$1000 a week

*The Story of a Young Man's  
Remarkable Rise, as Told by Himself*

THREE years ago I was earning \$30 per week. With a wife and two children to support it was a constant struggle to make both ends meet. We saved very little, and that only by sacrificing things we really needed. To-day my earnings average a thousand dollars weekly. I own two automobiles. My children go to private schools. I have just purchased, for cash, a \$25,000 home. I go hunting, fishing, motoring, traveling, whenever I care to, and I do less work than ever before.

What I have done, anyone can do—for I am only an average man. I have never gone to college, my education is limited, and I am not "brilliant" by any means. I personally know at least a hundred men who are better business men than I, who are better educated, who are better informed on hundreds of subjects, and who have much better ideas than I ever had. Yet not one of them approaches my earnings. I mention this merely to show that earning capacity is not governed by the extent of a man's education and to convince my readers that there is only *one* reason for my success—a reason I will give herein.

One day, a few years ago, I began to "take stock" of myself. I found that, like most other men, I had energy, ambition, determination. Yet in spite of these assets, for some reason or other I drifted along without getting any where. My lack of education bothered me, and I had thought seriously of making further sacrifices in order to better equip myself to earn more. Then I read somewhere that but few *millionaires* ever went to college. Edison, Rockefeller, Hill, Schwab, Carnegie—not one of them had any more schooling than I had.

One day something happened that woke me up to what was wrong with me. It was necessary for me to make a decision on a matter which was of no great consequence. I knew in my heart what was the right thing to do, but something held me back. I said one thing, then another; I decided one way, then another. I couldn't for the life of me make the decision I knew was right.

I lay awake most of that night thinking about the matter—not because it was of any great importance in itself, but because I was beginning to discover myself. Along toward dawn I resolved to try an experiment. I decided to cultivate my will power, believing that if I did this I would not hesitate about making decisions—that when I had an idea I would have sufficient confidence in myself to put it "over"—that I would not be "afraid" of myself or of things or of others. I felt that if I could smash my ideas across I would soon make my presence felt. I knew that heretofore I had always begged for success—had always stood, hat in hand, depending on others to "give" me the things I desired. In short, I was controlled by the will of others. Henceforth, I determined to have a strong will of my own—to *demand and command what I wanted.*

But how shall I begin? What shall I do first? It was easy enough for me to determine to do things—I had "determined" many times before. But this was a question of will power, and I made up my mind that the first step was to muster up enough of my own will power to stick to and carry out my determination.

With this new purpose in mind I applied myself to finding out something more about will power. I was sure that other men must have studied the subject, and the results of their experience would doubtless be of great value to me in understanding the workings of my own will. So, with a directness of purpose that I had scarcely known before, I began my search.

The results at first were discouraging. While a good deal had been written about the memory and other faculties of the brain, I could find nothing that offered any help to me in acquiring the new power that I had hoped might be possible.

But a little later in my investigation I encountered the works of Prof. Frank Channing Haddock. To my amazement and delight I discovered that this eminent scientist, whose name ranks with James, Bergson and Royce, had just

*(Continued on next page)*



completed the most thorough and constructive study of will power ever made. I was astonished to read his statement, "The will is just as susceptible of development as the muscles of the body!" My question was answered! Eagerly I read further—how Dr. Haddock had devoted twenty years to this study—how he has so completely mastered it that he was actually able to set down the very exercises by which anyone could develop the will, making it a bigger, stronger force each day, simply through an easy, progressive course of Training.

It is almost needless to say that I at once began to practice the exercises formulated by Dr. Haddock. And I need not recount the extraordinary results that I obtained almost from the first day. I have already indicated the success that my developed power of will has made for me.

But it may be thought that my case is exceptional. Let me again assure you that I am but an average man, with no super-developed powers, save that of my will. And to further prove my contention, let me cite one or two instances I have since come across, which seem to show conclusively that an indomitable will can be developed by anyone.

One case that comes to my mind is that of a young man who worked in a big factory. He was bright and willing, but seemed to get nowhere. Finally he took up the study of will training, at the suggestion of Mr. W. M. Taylor, the famous efficiency expert, and in less than a year his salary was increased 800%. Then there is the case of C. D. Van Vechten, General Agent of the Northwestern Life Insurance Company, Cedar Rapids, Iowa. Just a short time after receiving the methods in will development suggested by Prof. Haddock, he felt that they would be worth from \$3,000 to \$30,000 to him.

Another man, Dr. H. D. Ferguson, residing in Hot Springs, Ark., increased his earnings from \$40 a week to \$150 a week in a remarkably short space of time after he began the study of will training. These are but a few—there are many other equally amazing examples which I personally know about. And aside from the financial gain, this training has enabled thousands to overcome drink and other vices almost overnight—has helped overcome sickness and nervousness,

has transformed unhappy, envious, discontented people into dominating personalities filled with the joy of living.

Prof. Haddock's lessons, rules, and exercises in will training have recently been compiled and published in book form by the Pelton Publishing Co., of Meriden, Conn. Mr. Pelton has authorized me to say that any reader who cares to examine the book may do so without sending any money in advance. In other words, if after a week's reading you do not feel that this book is worth \$3, the sum asked, return it and you will owe nothing. When you receive your copy for examination I suggest that you first read the articles on: the law of great thinking; how to develop analytical power; how to perfectly concentrate on any subject; how to guard against errors in thought; how to drive from the mind unwelcome thoughts; how to develop fearlessness; how to use the mind in sickness; how to acquire a dominating personality.

Some few doubters will scoff at the idea of will power being the fountainhead of wealth, position and everything we are striving for, and some may say that no mere book can teach the development of the will. But the great mass of intelligent men and women will at least investigate for themselves by sending for the book at the publisher's risk. I am sure that any book that has done for me—and for thousands of others—what "Power of Will" has done—is well worth investigating. It is interesting to note that among the 200,000 owners who have read, used, and praised "Power of Will," are such prominent men as Supreme Court Justice Parker; Wu Ting Fang, Ex-U. S. Chinese Ambassador; Lieut.-Gov. McKelvie of Nebraska; Assistant Postmaster-General Britt; General Manager Christeson, of Wells-Fargo Express Co.; E. St. Elmo Lewis; Governor Arthur Capper of Kansas, and thousands of others.

As a first step in will training, I would suggest immediate action in this matter before you. It is not even necessary to write a letter. Use the form below, if you prefer, addressing it to the Pelton Publishing Company, 3-T Wilcox Block, Meriden, Conn., and the book will come by return mail. This one act may mean the turning point of your life, as it has meant to me and to so many others.

---

PELTON PUBLISHING COMPANY, 3-T Wilcox Block, Meriden, Conn.

I will examine a copy of "Power of Will" at your risk. I agree to remit \$3 or remail the book in 5 days.

Name .....

Address .....



## Are You *Hot—"Itchy"* in warm rooms?



### *It's Your Underwear!*

When you're outdoors in the cold, the outer layer of wool in Duofold keeps you *warm*. It keeps *cold out* and *natural warmth in*.

When you're indoors where it's warm, the inner layer of cotton in Duofold feels so soft and smooth against the skin that you're *thoroughly comfortable*.

## Duofold® Health Underwear

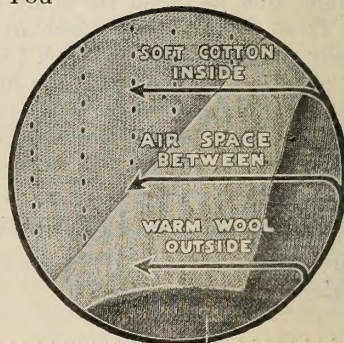
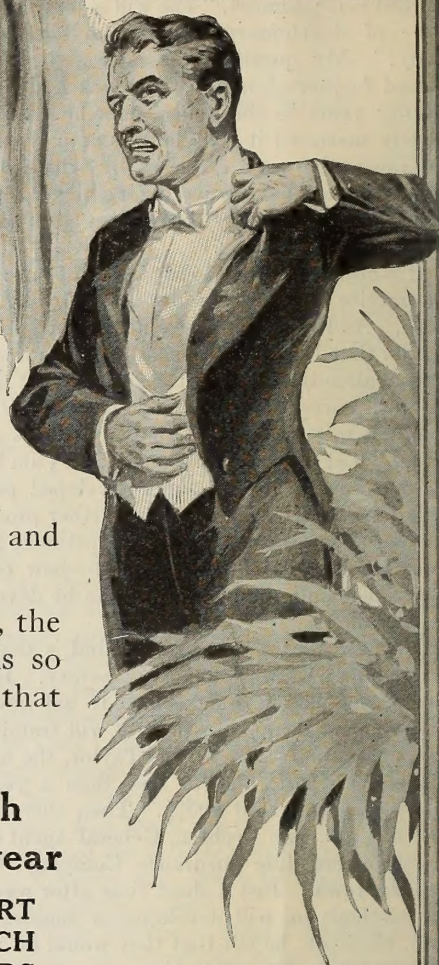
|                     |   |                |
|---------------------|---|----------------|
| Cotton next to Skin | : | COMFORT        |
| Warm Wool Outside   | : | NO ITCH        |
| Air Space between   | : | PREVENTS COLDS |

You have the full warmth and protection of wool, yet it doesn't touch the skin—*no wool itch!* You have the ideal comfort of cotton, yet you run *less risk of catching cold and feeling cold*.

And your body receives healthful ventilation by means of the *air space between the wool and cotton layers of fabric*.

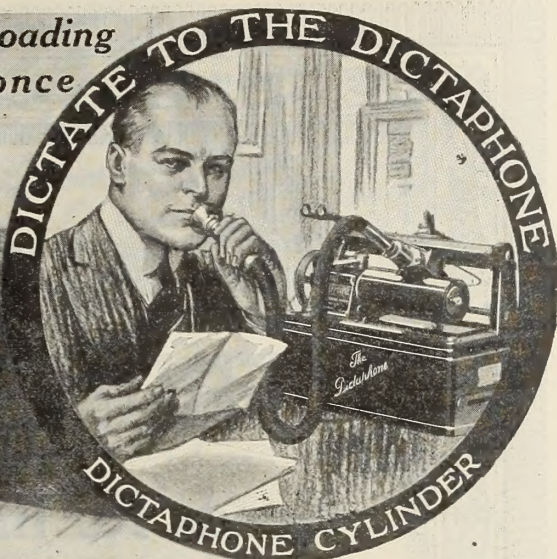
*If your dealer hasn't it, write us.  
Sample of the Fabric and Literature sent on request.*

**Duofold Health Underwear Co., Mohawk, N. Y.**





*The smooth bore, muzzle-loading  
Brass Cannon was once  
Some Gun*



**It Gave Service—It Made Military History—It Was There**

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Once, too, longhand was the approved method of correspondence. Then came shorthand, and within recent years the still better system of The Dictaphone.

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ally, and with greater expedition than in any other way.

The Dictaphone Service—a service which keeps The Dictaphone System at all times at top-notch efficiency.

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***This Advertisement was dictated to The Dictaphone***



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That the trade-mark "Yale" is put on it for a more vital reason than merely to identify it. Identification is important, certainly; but beyond identification the trade-mark "Yale" goes on every Yale product as the maker's permanent guarantee to you, the buyer—that the Yale product you have bought will give you long service, lasting service beyond anything you may have anticipated or believed possible.

That's reason enough for being sure you *see* the trade-mark "Yale" on the article you buy.

*Yale products for sale by hardware dealers*

## The Yale & Towne Mfg. Co.

Makers of "Yale" Padlocks, Night Latches, Door Closers,  
Cabinet Locks, Builders' Hardware and Chain Hoists

9 East 40th Street

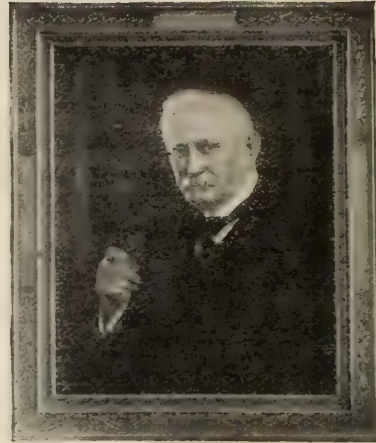
New York

Chicago Office: 77 East Lake Street

Canadian Yale & Towne Ltd., St. Catharines, Ont.







## A New Idea In the World of Art

The painting of oil portraits from photographs, instead of from life, is assuredly not new, but the organizing, maintenance and direction of a staff of artists giving their entire time and thought, in other words, *specializing*, in this one particular field of portrait painting, is decidedly novel.

*That is the Gordan idea.* An idea that is being appreciated more and more each year, for by painting from a photograph embodying good likeness, expression, pose and composition, all fear of losing "likeness" all annoyance of "sittings," all risk of failure is done away with. Yet character, style of painting, individuality and all other factors which are recognized in art as worthy and essential are held with fidelity.

*Gordan Portraits* have won the respect and confidence of conservative critics. They are to be found to-day in many homes of refinement, in clubs, colleges, banks and other institutions throughout this country and abroad. They are sold at from \$100 to \$1000, depending upon size, but all orders are accepted with the distinct understanding that the purchaser shall have the privilege of rejection, and shall be under no obligation unless the portrait is satisfactory. Correspondence is invited.

### The Gordan Studios

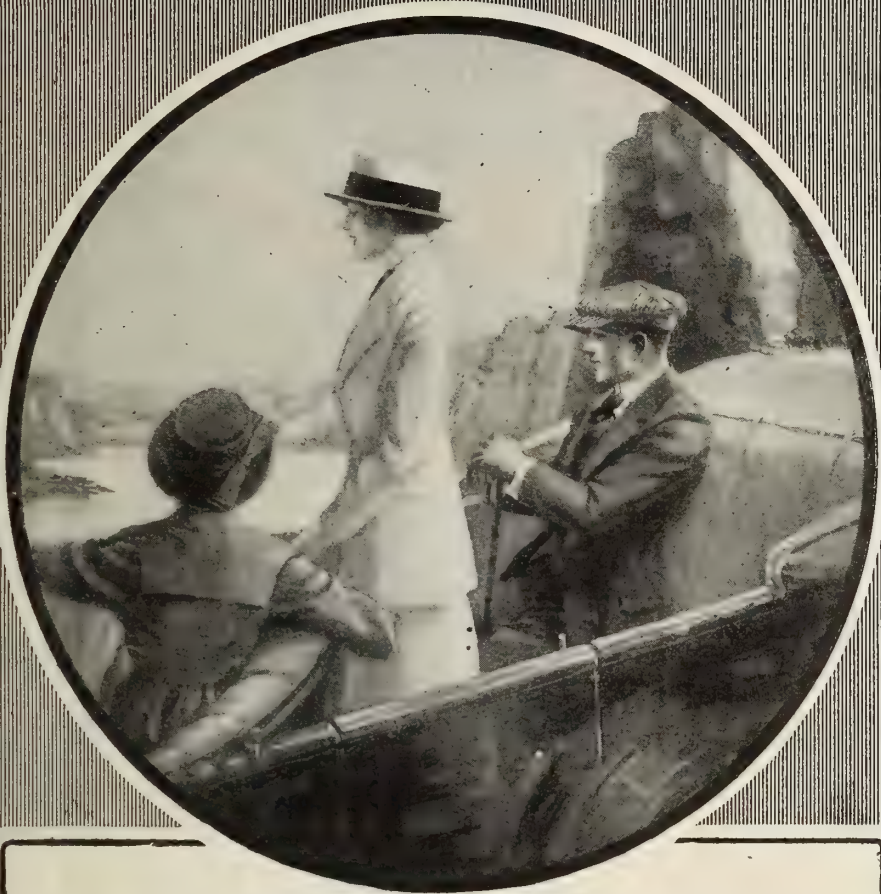
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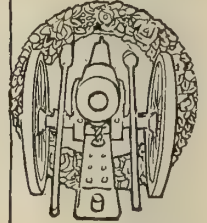
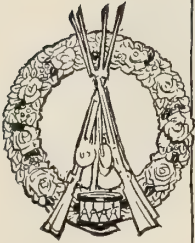
## *Germany Must First Be Beaten*

We must get the idea firmly into our heads that, for the present, nothing else is of any consequence.

We must not complain of the high prices, of the shortage of food, of anything, in fact, which at other times might be of great importance.

There is only one issue. We cannot live with Germany victorious.

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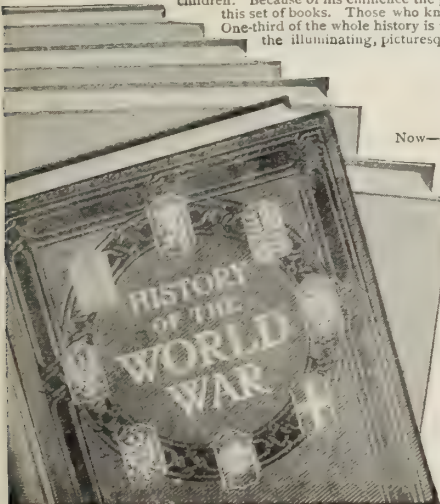
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The Story of a Successful System of Finding Cash Buyers for Real Estate

**T**HIS is a short tale about a quick sale. It tells of a modern method of selling property without paying big commissions to agents.

It tells how this system sold my property—quickly, and for cash—and how it can do the same for you.

It gives information of immense value to every man and woman who has real estate for sale.

Through a business deal I became the owner of property in an adjoining State.

The place was so run down that it would have required \$500 or \$600 to make the house habitable.

As the property was so located that I could not live on it, and, being unoccupied, brought me no income, I was, of course, anxious to dispose of it as quickly as possible.

Never having tried to sell any real estate, and knowing no better method to pursue, I placed the property in the hands of a local real estate agent.

This agent, following out the usual methods of the average small-town real estate man, put a "For Sale" sign on the property and then sat down and waited for some one to come along and inquire about it.

After several months had elapsed without any word from the agent, I wrote and inquired as to the prospects of a sale. He replied that he had been unable to do anything with the property and had come to the conclusion that it was impossible to sell it in its present run-down condition, and advised me to spend \$500 in repairs.

Not having any money to spend on the place, and having lost all faith in the agent's ability to find a buyer, I decided that if anything was done I would have to do it myself.

Fortunately for me, about that time, I learned of "The Simplex Plans for Selling Real Estate" that had just been brought out by a New York publishing house. These I secured, and much to my delight, I found they contained *seven definite plans* for advertising and selling just such a property as mine.

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And what is of the utmost importance, the cost of advertising and selling my property by the Simplex System was *less than \$15*, whereas if I had followed the agent's advice I would have been compelled to spend \$500 in repairs, and pay him \$125 commission when he made the sale.

That my experience is not unusual is evidenced by what others say who have availed themselves of this method of selling. Here are some extracts from recent letters:

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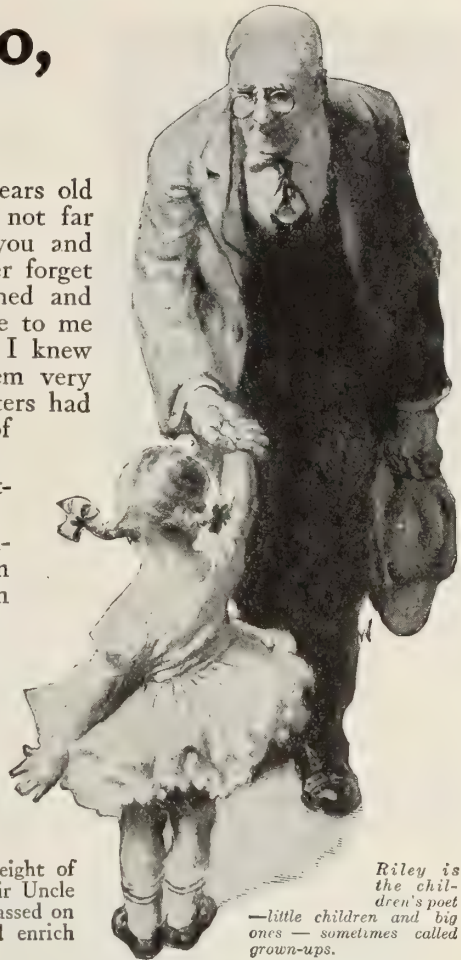
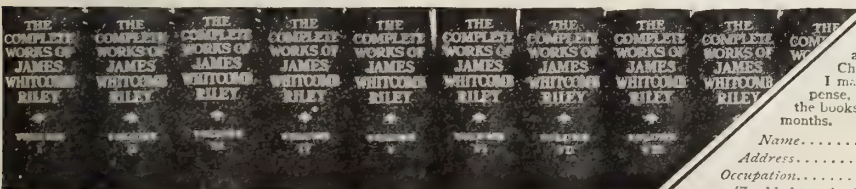
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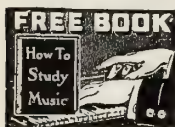
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# INSURANCE

627.—LOUISIANA. Q. I have some S. L. & S. F. Adj. 6's bought at 69. They are now selling at 64½. I am able to buy more. Would you advise me doing so to bring my average down? What is your opinion as to the future of these securities?

A. St. Louis & San Francisco adjustment mortgage 6% bonds, in our opinion, can be considered an attractive semi-speculative security for a business man. Because there is something of a speculative nature inherent in them we do not consider them suitable for a large portion of even a business man's funds. Diversification of investment should be followed by such an individual as well as by those requiring a higher degree of security in the employment of their funds. Not knowing what proportion of your surplus funds is now employed in these bonds, we are unable to advise you as we would like to in regard to averaging down on the issue. From what we have said, however, we hope you will be able to settle the question for yourself.

In our opinion, the reorganization of the St. Louis & San Francisco has placed its finances on a sound basis and the future of the road now depends on the efficiency of its management. It seems likely that there may be periods when the interest cannot be paid in full on the income and adjustment bonds. As we have said above, however, we consider the adjustment bonds attractive for a business man's investment.

628.—NEW JERSEY. Q. Will you kindly inform me of your opinion of the 5 per cent. Bonds of the U. S. Realty & Improvement Co. of New York.

A. The U. S. Realty & Improvement Co. has suffered some severe losses due to depreciation in value of properties owned and to greatly increased expenses in meeting contracts for construction of certain units of the new subways in New York City. Those in a position to know the exact situation, however, say they believe the worst is over and that the company is now out of danger. In view of this situation we would not advise the owner of the bonds of the company to dispose of them at present low prices. We would not, however, recommend the bonds as a good purchase for a woman's investment.

629.—WISCONSIN. Q. I would like some information on Mo. Pac. general 4's. and P. M. 1st 5's. Do you consider these bonds a good investment? Of the following stocks which do you consider the best to purchase as safe dividend payers? Do you consider the prices of any of these stocks may be higher in the future: C. M. & St. P., Northern Pacific; Burlington; A. T. & S. F.; So. Pac., and Pennsylvania.

A. Missouri Pacific general mortgage 4% bonds are the last mortgage issue on that road as now re-

organized and they cannot be ranked as better than a semi-speculative security. As such they appear attractive for a business man who can afford to take the risk attached to them.

The other bonds about which you inquire, P. M. First 5's, we assume are the Pere Marquette First Series A 5's due 1956. These bonds, in our opinion, can be ranked as a good investment for a business man. Although the Pere Marquette is by no means a strong road, the recent reorganization was drastic, and we believe these new first mortgage bonds can be considered suitable for your purpose.

The railroad stocks about which you inquire can be rated arbitrarily as follows: Pennsylvania; Atchison, Topeka & Santa Fe common; Southern Pacific; Northern Pacific; Chicago, Milwaukee & St. Paul common. There is no Burlington stock available in the market, practically all of it being held by the Northern Pacific and the Great Northern railways. Doubt is being expressed in some quarters regarding the future dividend on St. Paul common, and we would not advise the purchase of that stock as an investment. We believe that one can purchase any of the other issues mentioned with the expectation of realizing a fair profit over and above the regular dividend, provided he holds on until some time after the war is over. They are at attractive levels at the present time, but may go lower before the war is over due to competition of enormous government bond issues.

630.—NEW YORK. Q. Will you kindly give me your opinion regarding the safety of the Chicago, Rock Island and Pacific first and refunding 4 per cent. bonds, and if so would they be a good purchase around 69? The intention would be to hold them for a number of years.

A. Chicago, Rock Island & Pacific is not one of the strongest roads of the country and its recent reorganization has not been as drastic as some others. But the two holding companies, which were the real cause of the road's troubles, have been eliminated and we believe that there is a good future ahead for it. Its first and refunding mortgage bonds can, in our opinion, be considered safe and attractive at present prices for one who intends to hold them for a number of years.

631.—NEW HAMPSHIRE. Q. Please send me information concerning investment as advertised in the WORLD'S WORK.

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## New England

We specialize in New  
England Securities

*Among them*

**SULLIVAN MACHINERY (Capital Stock)**  
Established 1850

No Bonds

No Preferred Stock

Plants at Claremont, N. H., and Chicago, Ill. Manufactures a full line of mining machinery; core drills, hammer drills, coal cutters, air compressors, pumps, car dumps, hoisting engines, stone channelers, etc.

No war orders have been taken.

Net earnings last year amounted to \$34.15 per share.

Dividends are at the rate of \$10 a year and an extra dividend of 10% was paid in 1913.

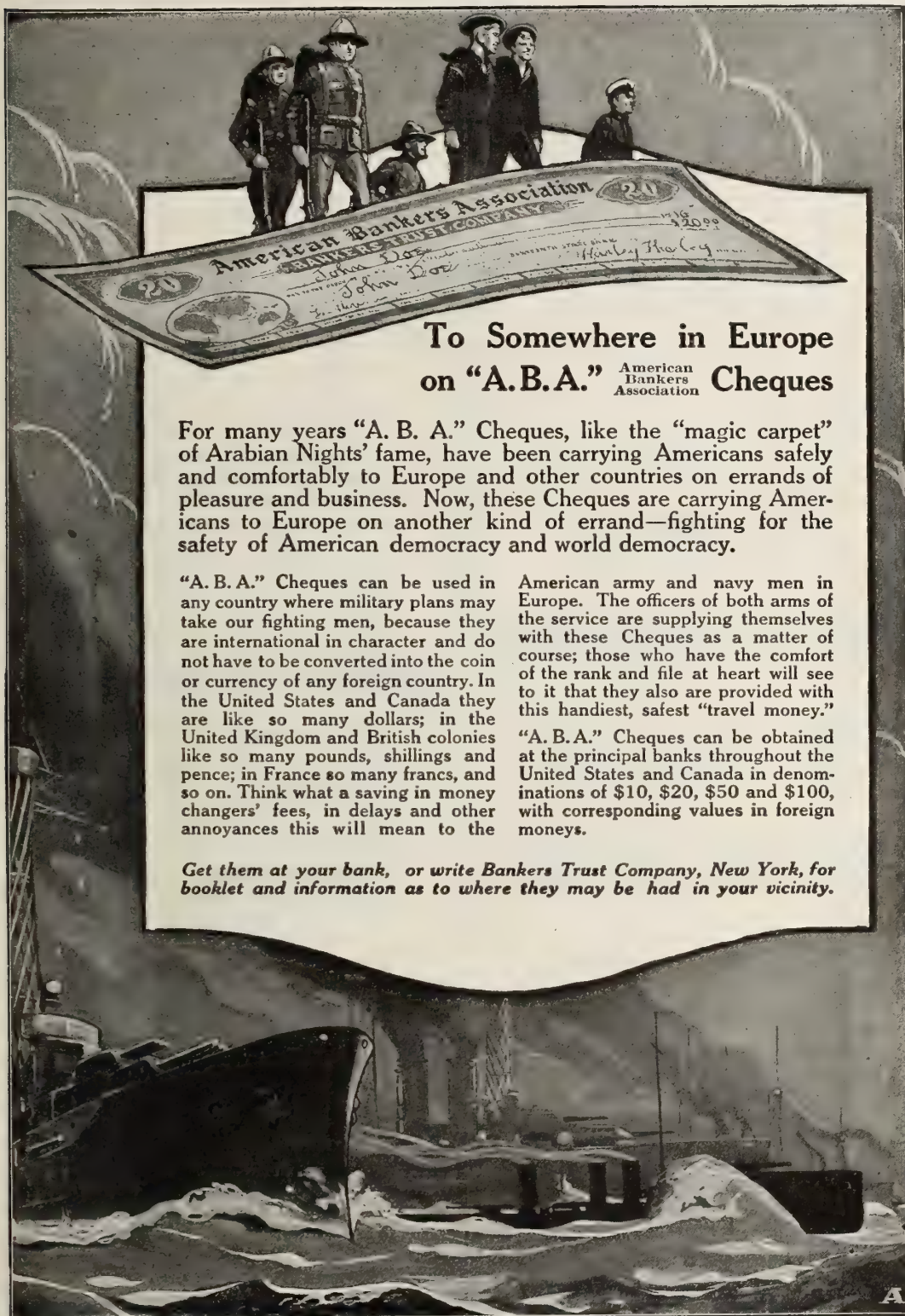
Old established agencies in 17 foreign countries insure increased business after the war.

*Balance Sheet, etc., on Request*

**EARNEST E. SMITH & CO.**

52 Devonshire Street, Boston, Mass.

Members New York and Boston Stock Exchanges



## To Somewhere in Europe on "A.B.A." American Bankers Association Cheques

For many years "A. B. A." Cheques, like the "magic carpet" of Arabian Nights' fame, have been carrying Americans safely and comfortably to Europe and other countries on errands of pleasure and business. Now, these Cheques are carrying Americans to Europe on another kind of errand—fighting for the safety of American democracy and world democracy.

"A. B. A." Cheques can be used in any country where military plans may take our fighting men, because they are international in character and do not have to be converted into the coin or currency of any foreign country. In the United States and Canada they are like so many dollars; in the United Kingdom and British colonies like so many pounds, shillings and pence; in France so many francs, and so on. Think what a saving in money changers' fees, in delays and other annoyances this will mean to the

American army and navy men in Europe. The officers of both arms of the service are supplying themselves with these Cheques as a matter of course; those who have the comfort of the rank and file at heart will see to it that they also are provided with this handiest, safest "travel money."

"A. B. A." Cheques can be obtained at the principal banks throughout the United States and Canada in denominations of \$10, \$20, \$50 and \$100, with corresponding values in foreign moneys.

*Get them at your bank, or write Bankers Trust Company, New York, for booklet and information as to where they may be had in your vicinity.*



## Safeguarding Your Investment

in Municipal, County and School Bonds is the same element of taxable wealth that insures the security and earnings of your Government, Liberty, or State Bonds.

### Municipal, County and School Bonds

are exempt from all Federal Income Taxation—are acceptable by the U. S. Treasury Department to secure Postal Savings Deposits. Next to Liberty Bonds no investment provides greater safety or are so little affected by war conditions as these.

No matter how large or small your investment, you should know more about these securities. Selected list will be mailed upon request.



(Established 1885)

Investment Securities  
First National Bank Bldg., Chicago

## Partial Payment Investments

We have prepared a list of high-grade stocks suitable for investment either on a Cash basis or on the Partial Payment Plan.

Most of these stocks, if bought on the Partial Payment Plan, will net you as high a return, on the money involved, during the period of payment as afterward. Some will net you a higher return while you are paying for them.

Send for Lists M-II and T-II  
"Partial Payment Suggestions."

**John Muir & Co.**  
SPECIALISTS IN  
**Odd Lots**

Members New York Stock Exchange  
MAIN OFFICE, 61 BROADWAY, N. Y.  
New York, N. Y. Brooklyn, N. Y. Newark, N. J.  
Bridgeport, Conn. New Haven, Conn.

## F. M. Brown & Co.

### INVESTMENT SECURITIES

Government, State, Municipal  
and Corporation

## BONDS

300 Sansome St., San Francisco, Cal.

List of Current Offerings on Application

## ASSOCIATED MORTGAGE INVESTORS

Incorporated

Lenders on Farms Since 1873

Farm  
Mortgages

**6%**

Farm  
Mortgages

### Canada's Grain Resources

The record grain crop of 1915 was gathered from less than ten per cent. of the arable land of the Dominion, and it would be possible to grow in Canada a grain crop worth eight billion dollars. Farmers in southern Alberta are buying more tractors this season than ever before, in order to respond to the plea for greater production.

Our six per cent. Alberta Farm Mortgages meet sound investment requirements. Send for list.

**Kingman Nott Robins**  
Treasurer

275 GRANITE BUILDING ROCHESTER, N. Y.

## Greater Strength and Increased Service

**T**HE Guaranty Trust Company of New York has joined the Federal Reserve System. Through this membership, the character of the Company is unchanged but its strength is increased and its opportunities for service are broadened.

With only a few minor exceptions, the Guaranty Trust Company retains all of its charter rights, and will continue its activities as a trust company under the New York State Banking Law. The personnel of its Board of Directors is not in any way affected by its new status.

The advantages resulting from membership will directly benefit the Company's commercial customers, and through them the entire business community.

As a member of the Federal Reserve Bank of New York, the Guaranty Trust Company can enlarge the scope of its acceptance and discount business, securing for its customers the most favorable terms.

As a member bank, this Company has behind it the entire strength and facilities of the Federal Reserve System.

### **Guaranty Trust Company of New York** **140 Broadway**

| <b>LONDON OFFICE</b>  | <b>FIFTH AVE. OFFICE</b> | <b>PARIS OFFICE</b>     |
|-----------------------|--------------------------|-------------------------|
| 32 Lombard St., E. C. | Fifth Ave. & 43rd St.    | Rue des Italiens, 1 & 3 |

|                            |   |   |                      |
|----------------------------|---|---|----------------------|
| <b>Capital and Surplus</b> | - | - | <b>\$50,000,000</b>  |
| <b>Resources more than</b> | - |   | <b>\$600,000,000</b> |



# The Value of Experienced Investment Counsel



EXPERIENCED Men of Business, who have specialized in making money, realize the necessity of consulting men who have specialized in saving it. Therefore they choose experienced investment counsel.

The William R. Compton Company, as Investment Specialists, are prepared to advise and counsel with small as well as large investors. Each issue of bonds is vigorously investigated and approved by our organization before we purchase it.

We have several million dollars' worth of Municipal Bonds on hand at all times, to suit every investor. In one thousand, five hundred and one hundred dollar amounts. Four and one-half to six per cent interest. All free from the Federal Income Tax.

*Booklet giving copy of the New Income Tax law with index and notes sent on request. (Mention edition W-11)*

## William R. Compton Company

Municipal Bonds

"Over a Quarter Century in This Business"

NEW YORK: 14 Wall Street  
CHICAGO: 105 S. La Salle Street  
(A588)

PITTSBURGH: 721 Farmers Bank Bldg.

ST. LOUIS: 408 Olive Street  
CINCINNATI: 102 Union Trust Bldg.

## 7% First Mortgages 7%

Conservative western rate to-day

*Why not make your savings earn 7% instead of 4%, thereby increasing your income 75%?*

We own and offer as a sound investment farm and city mortgages located in Southern California. Our long experience in Southern California mortgages qualifies us to know the security back of each mortgage offered.

We also offer FIRST MORTGAGE CERTIFICATES, in denominations of \$1000 and up, secured by farm and city mortgages purchased by us, netting you 7% interest, maturing about three years from date.

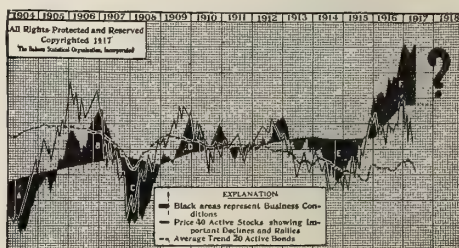
Before investing you should look carefully into the merits of our proposition. Write for descriptive booklet, giving full information.

**Southern California Investment Co.**

Haas Building

Los Angeles, California

Reference: Any bank or bankers in Southern California



## War and Investment

War knocks ordinary good judgment into a cocked hat. To invest for safety and profit, you need firing-line facts. Babson Service gives them to you.

Avoid worry. Cease depending on rumors or luck. Recognize that all action is followed by equal reaction. Work with a definite policy based on fundamental statistics.

*Particulars sent free.  
Write to Dept. W-9 of*

**Babson's Statistical Organization**

Executive Building

Wellesley Hills, Mass.

Largest Organization of its Character in the World



## THE COTTON SITUATION

is one which requires long experience, an intimate knowledge of conditions and constant watching. These factors are unusually important this season.

Owing to the high cost of labor, freight insurance and so on, the capital required to move cotton is far in excess of other years. Three years ago, less than \$50 a bale was required to ship cotton abroad. Today, the shipper needs about \$200 for every bale exported.

## THE NATIONAL SHAWMUT BANK OF BOSTON

is particularly well qualified along all lines for handling cotton business.

This Bank, through its Foreign Department, is equipped to handle all financial matters relating to cotton. For example—it advances money against compress or warehouse receipts, on bills-of-lading; offers advantages in buying foreign exchange and arranging commercial letters of credit.

It also finances cotton shipped to mills anywhere in the United States—opening acceptance credits or granting loans supported by warehouse receipts or mill contracts.

The National Shawmut Bank has a working capital exceeding \$18,500,000 and total assets of \$150,000,000.

Correspondence invited.

**THE NATIONAL SHAWMUT BANK, of Boston, Mass.**

*A national reputation for conservatism, sound judgment and strength.*



# INVESTMENT LITERATURE

EVERY month the WORLD'S WORK publishes on this page a list of titles of timely books and pamphlets prepared by reputable banking and brokerage firms for distribution among their clients.

In devoting the page to this use the purpose of the magazine is, primarily, to serve its readers by acquainting them more intimately with a class of literature pertaining to investment and to the current phases of finance and business which has been developed to a high degree of excellence.

The creators of this literature are, in truth, the allies of the WORLD'S WORK in the effort in which this magazine has been engaged for many years to disseminate the knowledge of sound investment principles.

The books and pamphlets are carefully selected by the Financial Editor with a view to including only those publications that have a definite educational value and that are sponsored by dependable firms. Readers of the WORLD'S WORK are invited to write for any in which they may be interested. The publications will be sent promptly either by the firms offering them for distribution, or (to those who specifically request their names to be held in confidence) by this magazine. Requests for more than three should be accompanied by ten cents to cover postage. Please address all communications relating to this literature to

THE FINANCIAL EDITOR OF WORLD'S WORK  
11 West 32d Street,  
New York City

## ACCUMULATING YOUR COMPETENCY

The combination of conservative investment and compound interest shows the road to financial independence.

## "DOWN SOUTH"

Tells of the development of the agricultural resources of the South, with special reference to Louisiana, Mississippi, and Alabama farm mortgages.

## DRAINAGE BONDS

The security back of them and the points to be considered by the purchaser.

## FOREIGN EXCHANGE—TO-DAY'S TOPICS

The theoretical and practical sides of foreign

exchange with reference to foreign government bond issues.

## FARM MORTGAGES

How farm mortgages are made in the Middle West; why farmers borrow money, and who buys the mortgages.

## HOW TO INVEST BY THE PARTIAL PAYMENT METHOD

The plan as conducted under the rules of the New York Stock Exchange.

## INCOME TAX RECORD BOOK

Synopsis of the federal income tax law as affecting individuals, with ruled pages for keeping record of income.

## INVESTING \$100 TO \$10,000

Fundamentals of good investments and information on how to buy bonds.

## INVESTORS' MAGAZINE

A monthly publication dealing with investment subjects.

## MANUAL OF CHICAGO SECURITIES

Information concerning the principal securities bought and sold in Chicago and the Middle West.

## MUNICIPAL BONDS

Their merits and the special features upon which most dependence should be placed in their selection. Practical effect of the income tax and postal savings laws upon the investment position of these bonds.

## NORTHWESTERN FARM MORTGAGES

Agricultural conditions as they affect investment values. How Northwestern farm loans are made.

## ONE HUNDRED DOLLAR BONDS

Their advantages—a list offering wide selection.

## PEACE AND FOREIGN GOVERNMENT BONDS

A comprehensive discussion of the effect of peace on Foreign Government Securities.

## By the PARTIAL PAYMENT METHOD

Surplus funds—however small—can be used  
to purchase solid, seasoned stocks and bonds

**THE** advantages of *Partial Payment* buying are many.

It does not require a large initial outlay.

Your money is always accessible and you are credited with the dividends paid on your securities during time of purchase.

Your earnings can be advantage-

ously distributed thus increasing the safety of your investment.

You are committed to a definite plan of constructive saving.

You acquire actual stock certificates or bonds which are a tangible proof of thrift.

You are steadily and systematically increasing your capital.

**Our *Partial Payment Method* contemplates the purchase of the highest grade securities, eliminating as far as possible the element of speculation**

*Booklet No. 32 fully describing the above plan will be mailed on request*

## HARRIS, WINTHROP & CO

Members New York Stock Exchange

The Rookery, Chicago

15 Wall Street, New York



To the man of affairs  
who is answering his  
country's call to arms

**T**HE MANAGEMENT OF YOUR ESTATE is a twenty-page booklet describing the services performed by this company. It will interest every man who is giving thought to the safeguarding of his business interests while in the service of his country. We will gladly mail you a copy upon request. Further details will be cheerfully given by the officials of this company at our main office or at either of our uptown branches.

## Union Trust Company of New York

80 Broadway, New York

BRANCH  
425 Fifth Ave.

Capital and Surplus  
\$8,500,000

BRANCH  
786 Fifth Ave.



# The Value of Money

Is determined by its use. Money, like men, must work in order to contribute to the general welfare.

## 6% Farm Mortgages 6%

Offer the best opportunity for the employment of idle funds because they are no trouble to the investor and insure safety of principal and a good income. Furthermore, financing the farmer during the War Period is a PATRIOTIC DUTY as well as an INVESTMENT profitable alike to the borrower and lender.

*Full information furnished on request*

### Bankers' Loan and Securities Co.

Incorporated

Capital - - - \$1,500,000

New Orleans

Louisiana

Illinois Indiana Ohio

## Straus Guaranteed Farm Mortgages

With no further security than the land itself—improved, productive farms in only the richest farming sections of Ohio, Indiana and Illinois—Straus Farm Mortgages are most desirable investments.

However, as an additional protection to our customers, we give our own guarantee of full payment of principal and interest.

*Write for Booklet A-17 for Current Offerings of Guaranteed Farm Mortgages.*

### THE STRAUS BROTHERS COMPANY

LIGONIER, INDIANA

Established 1860 ... Capital and Surplus \$3,000,000.00

## INVESTMENT LITERATURE

(Continued)

### PROVINCE OF ALBERTA

A descriptive and statistical report with special reference to the opportunities offered for lending on farm mortgages.

### PARTIAL PAYMENT PURCHASES

How they are conducted and the success of the plan.

### SAVING FOR INVESTMENT

Different classes of investments—The Banker's responsibility.

### SEATTLE IMPROVEMENT BONDS

The purposes for which bonds of this class are issued, the security back of them, and the conditions on which the payment of their interest and principal depends.

### INVESTMENT SAFEGUARDS

A Financial guide and dictionary for persons planning to invest.

### THE INVESTOR'S GUIDE

Handbook for the small investor with descriptions and definitions and a list of small denomination bonds.

### THE NEW YORK STOCK EXCHANGE AND PUBLIC OPINION

Some criticisms answered by Otto H. Kahn—Does the public get fleeced?

### THE PREMIER INVESTMENT

Municipal bonds defined—The bonds that afford the greatest degree of security.

### THE SOUTH AND SOUTHERN MUNICIPAL BONDS

The growing prosperity of the section and the reason for its higher interest rates.

### UNITED STATES BONDS

Historical and descriptive.

### UNITED STATES GOVERNMENT BONDS

Summary and analysis concerning United States government bonds, and the security for new issues.

### WAR LOANS AND THE UNITED STATES

Lessons from the past and opportunities for the future.

## Continued Conservatism

**C**onservatism is not a cloak to be worn in times of war and discarded in times of peace. It is the basic principle of true investment and is vital to the success of every investment house.

Stacy & Braun owe their present place in the financial world to the fact that policies of conservatism have at all times guided them in safeguarding clients' funds.

With those securities which are proof against all war time conditions—Municipal Bonds (free from the Federal Income Tax)—we are adequately supplied. High grade investments that yield three and one-half to five and one-quarter per cent interest.

Why not avail yourself of our conservative service? We shall be glad to mail you further information.

### STACY & BRAUN INVESTMENT BONDS

NEW YORK  
5 Nassau St.

TOLEDO  
Second National Bank Bldg.

CINCINNATI  
Mercantile Library Bldg.

CHICAGO  
209 S. La Salle St.

DETROIT  
Dime Bank Bldg.



# 6% FIRST-MORTGAGE BONDS

## On Modern Store and Office Building

Serial 1920 to 1927. Denomination \$500  
Security is an eight story fire proof concrete and steel office building on land owned in fee in a thriving city of the Southwest.

### Four Factors of Safety

- 1—Value of land and buildings is more than double the indebtedness.
- 2—Net income from rentals more than sufficient to take care of the interest and annual installments of principal.
- 3—City is enjoying a rapid but steady growth and demand for office space greatly exceeds number of offices available.
- 4—Protected by guarantee representing a net worth of more than seven times the amount of the bond issue.

Price par and accrued interest to net 6%.

Write for descriptive circular No. 152-A.

Twelve years in business. Never a loss to a client.

**MORTGAGE SECURITIES CO.**  
CAPITAL PAID IN \$600,000  
CANAL & CAMP STREETS, NEW ORLEANS

## Confidence—Safety and No Worry—

that is the advantage of buying carefully made, well secured investments and of non fluctuating value during the most varying conditions. Our

## 6% SOUTHERN IDAHO FARM MORTGAGES 7%

meet all the requirements of the most exacting buyers. Fifteen years' experience. We remit interest and principal on day it is due.

*We invite investigation and your request for our list of offerings*

### Frank Housman & Company

First National Bank Building

Fairfield, Idaho

Frank Housman, President, also President First National Bank, Fairfield, Idaho.  
G. A. Horal, Secretary.



## Conservative First Mortgage Real Estate Bonds

on new Detroit properties

## Yield 6%

The information about these \$1,000, \$500 and \$100 coupon bonds will be sent upon request, with a useful booklet

### The Key to Safe Investment

### Federal Bond & Mortgage Co.

Harry W. Ford, Pres.

90 W Griswold St.

Detroit

(29)

## 6% SAFETY AND CONVERTIBILITY 6%

### First Mortgage Serial Gold Bonds

We are offering an exceptionally desirable issue secured by an eight-story modern class "A" structure, situated in the business district of the City of

### SEATTLE

These bonds, while offering a liberal yield, will appeal particularly to careful investors who insist *first*, on *sound security*.

**Denominations: \$100 and \$500**

**Total Issue: \$100,000**

**Maturities: 1 to 10 years**

It is the policy of this company to convert at par any bond purchased through it at any time upon reasonable notice.

*Write for circular fully describing this issue and the property behind it*

*Established 15 Years*

## GOODWIN REAL ESTATE CO.

INCORPORATED

### Bond and Mortgage Department

Leary Building

Seattle, Wash.

We Own and Offer for Sale

**\$900,000**

**Ochoco Irrigation District**

(A Municipal District)

**Crook County, Oregon**

**Serial Six Per Cent Gold Bonds**

DATED, JULY 1, 1917

DUE SERIALLY, 1928 TO 1939

Coupon Bonds in denominations of \$1000 and \$500. Principal and Semi-Annual Interest payable in Gold at the office of the County Treasurer of Crook County, Oregon, or at the Fiscal Agency of the State of Oregon in New York City

EXEMPT FROM FEDERAL INCOME TAX AND DECLARATION THEREUNDER

The Laws of the State of Oregon require that a Commission composed of the State Engineer, State Superintendent of Banks and the Attorney General shall make a complete investigation of the District including General Feasibility, Water Supply, Nature of the Soil and Adaptability to Irrigation, the Market Value of the Land and Works, and may then upon the results of the investigation being satisfactory order the Bonds certified in an amount not exceeding fifty per cent of the aggregate market value of these lands and works as a

LEGAL INVESTMENT FOR SAVINGS BANKS, COMMERCIAL BANKS, TRUST COMPANIES, TRUST FUNDS AND STATE SCHOOL FUNDS AND AS

LEGALLY ACCEPTABLE TO SECURE DEPOSITS OF STATE, COUNTY AND CITY FUNDS IN OREGON BANKS.

*Each Bond of this issue bears the certification and seal of this Commission.*

Legality approved by Messrs. Teal, Minor & Winfree of Portland and by Messrs. Goodfellow, Eells, Moore & Orrick of San Francisco.

THIS IS AN ABSOLUTE FIRST TAX LIEN ON HIGH GRADE AGRICULTURAL LAND TAKING PRECEDENCE OVER LOANS MADE BY THE FEDERAL LAND BANK. THE LAWS OF THE STATE OF OREGON COVERING THE DEVELOPMENT OF IRRIGATION FOR AGRICULTURAL LANDS ARE CONCEDED TO BE THE BEST OF THEIR TYPE. THEY PROVIDE THAT TAXES FOR THE PAYMENT OF PRINCIPAL AND INTEREST SHALL BE ASSESSED, LEVIED, COLLECTED AND ACCOUNTED FOR BY THE COUNTY OFFICIALS "IN THE SAME MANNER AS OTHER MUNICIPAL TAXES AND THE COLLECTION THEREOF ENFORCED IN THE SAME MANNER AS ALL OTHER TAXES OF THE COUNTY."

THESE SECURITIES COMBINE THE ATTRACTIVE FEATURES OF A PRIME FARM MORTGAGE AND A MUNICIPAL BOND

**Price \$100 and Interest Yielding 6%**

DETAILED CIRCULAR ON REQUEST

**STEPHENS & COMPANY**

Union Building, San Diego, Cal.

San Francisco

Los Angeles

**CLARK, KENDALL & COMPANY**

Northwestern Bank Building

Portland, Oregon



## 6% Guaranteed First Mortgage Certificates

Denominations—\$100—\$500—\$1000

Maturities: 2 to 10 years. Interest Quarterly

*Safe Investment at All Times*

These certificates are parts of a single or group of first mortgages on improved country and city real estate, based on not more than a 50% conservative valuation of property mortgaged.

Guaranteed First Mortgage Certificates are one of the best investment offerings on the market to-day for the reason that they are non-fluctuating securities based on land and improvements, and combine safety and high income.

*Principal and Interest Guaranteed by*

**Western Mortgage and Guaranty Co.**  
BANKERS' INVESTMENT BUILDING

San Francisco California

*Under State Supervision. Write for Booklet*

## Slacker or Worker

Make your surplus money earn the highest yield consistent with safety. Well selected first mortgages on business and residence property in

### Seattle, Washington

backed by years of loaning experience, assures our investing clients of this class of mortgage and

**7%**

Loans invariably limited to less than 50% of our own appraised valuation and, in all cases made with our own funds before offering to investors. Semi-annual interest and principal, when due, collected and remitted without charge.

Papers forwarded to any responsible Bank or Trust Company for examination and approval.

Write for this month's Offering.

**NORTHERN BOND & MORTGAGE CO.**

No. 1 Central Building

Seattle, Wash.

## RIVERLAND RANCH BONDS

Five Year, First Mortgage, Gold Bonds, on Unquestioned Security



7,060 acres richest valley land owned in fee; improvements worth \$75,000; property value \$500,000. 7,000 acres leased. Scientific management, specializing on corn, cotton, alfalfa, hogs and steers should easily earn in excess of \$150,000 bond issue in 1918 crops.

### TO FEED, CLOTHE AND SHELTER 1,000 SOLDIERS

Our 1918 task: 2,000 bu. wheat; 70,000 bu. corn; 180,000 lbs. beef; 100,000 lbs. pork; 100,000 lbs. cotton; 200,000 lbs. cotton seed; 2,000 gals. Syrup; 2,000 bu. potatoes. First mortgage bonds for improvements only; denomination \$1,000; now offered at 95, 6% on par value or 7% net on selling value. Write

M. J. MUNN, Mgr.

Riverland Ranch

Tulsa, Oklahoma

**Tax Free First Lien**

## 7% BONDS

Issued By **CITIES OF CALIFORNIA** For The  
**Improvement of Streets**

First lien on real estate assessed for 5 to 10 times the bonds, taking precedence over mortgages, judgments and all private liens; superior to mortgages as a lien and as to the amount of real estate security; issued under a State Act, and validity approved by best legal authority.

Offered in amounts of \$100, \$500, \$1,000 and upwards. Principal payable January, 1919 to 1925, interest payable January and July.

*Write for Circular W-11, and prices*

**OAKLAND STREET IMPROVEMENT BOND CO.**  
HALL & JENNISON Oakland, California



## SAVE SMALL SUMS

You could accumulate more cash capital in a very few years by saving up comparatively small sums of money—your dividends and interest income, for instance.

You probably never seriously considered such a thing, because the amounts looked so small and no opportunity has ever before offered itself to you to save and invest only \$25.00 at 6 per cent interest. There is no need for you to wait until you have saved up \$2,000, \$500, or even \$200 with which to buy one of our mortgages in order to secure a 6 per cent investment with us. Our Certificates of Deposit yield 6 per cent, payable semi-annually—the same as our mortgages and are withdrawable after one year, on 30 days' notice. Send \$25 to-day; ask for Loan List 708.

**Perkins & Co. FINANCIAL BROKERS**  
LAWRENCE, KANSAS

## Farm Mortgages in Pacific Northwest 6%

The farm mortgage is the *Safest* investment paying *Six per cent*. Particularly desirable now, when the security is above the influence of war conditions. We offer carefully chosen loans on productive farms in the finest agricultural areas in the Pacific Northwest.

*Write for current list and bank references*

**EYMAN & COMPANY**  
Investment Bankers

Hoge Building

Seattle, Washington

## Do You Know

*How the pin oak gets its name?*

*What wild flower has two distinct types of blossoms in one season?*

*The name of our most beautiful bird?*

These with hundreds of other interesting facts are told in

### The Pocket Nature Library

Its four wonderful volumes will tell you all about birds, the wild flowers and the trees. More than 700 color plates, 1000 text pages. A circular showing color illustrations, etc., will be sent on request.

Garden City **DOUBLEDAY, PAGE & CO.** New York



## Now We Are at War

Books about the war have added meaning and interest. To be well-informed on the issues of the war and the manner of it read:

**SEA WARFARE**, by Rudyard Kipling. This master writer's account of the British Fleet in the present war. *Net, \$1.25.*

**FRANCE AT WAR**, by Rudyard Kipling. Vivid sketches of life and conditions on the western front. *Net, 60 cents.*

**ENGLAND AND THE WAR**, by André Chevrillon. An analysis of the English mind in war time, with an introduction by Rudyard Kipling. *Net, \$1.60.*

**AN UNCENSORED DIARY**, by Ernesta Drinker Bullitt. The record of an American woman's experiences in warring Germany's diplomatic circles. *Net, \$1.25.*

**THE WAR OF DEMOCRACY** might be called our Allies' official statement. Contributions by notable men, and an introduction by Viscount Bryce. *Net, \$2.00.*

**FLYING FOR FRANCE**, with the American Escadrille at Verdun, is by the late James R. McConnell, sergeant pilot in the French Flying Corps. *Net, \$1.00.*

**MILITARY AND NAVAL AMERICA**, by Capt. H. S. Kerrick. Valuable alike to soldier and civilian. Maps and illustrations. *Net, \$2.00.*

**WHAT A SOLDIER SHOULD KNOW**, by Major F. C. Bolles and Captains E. C. Jones and J. S. Upham. A soldier's catechism of things military and naval. *Net, \$1.00.*

**GETTING TOGETHER**, by Ian Hay. In which the average Briton and the average American talk things over. *Net, 50 cents.* (Published with Houghton Mifflin Company.)

**THE OPPRESSED ENGLISH**, by Ian Hay. In which a Scot writes for Americans on the Irish problem, and tells some wholesome truths. *Net, 50 cents.*

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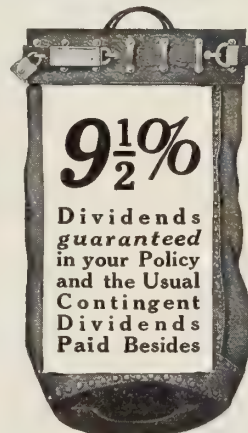
**DOUBLEDAY, PAGE & CO.**  
GARDEN CITY NEW YORK

## Insurance Economy

### *Non-Agency Savings Health-Conservation*

Placing Life Insurance *without agents* has been the method followed by three leading English companies for many years.

THE POSTAL LIFE INSURANCE COMPANY was chartered in this country twelve years ago, and since that time, anyone desiring sound insurance-protection at low net cost has been able to secure it by applying *in person* at the Home Office of the Company or *through correspondence*, thus dealing *direct* and getting the benefit of the savings thereby effected the *first* year and *every other*.



Besides the savings effected, the Company's Health Bureau arranges one free medical examination each year, if desired, so that the policy-holder may detect disease in time to check or cure it. THE POSTAL LIFE, indeed, is the Company of *safety, saving and service.*

### **Find Out What You Can Save**

Simply write and say: "Mail insurance particulars as mentioned in *World's Work* for November.

In your letter be sure to give:

1. Your full name
2. Your occupation
3. The exact date of your birth

No agent will be sent to visit you. The Postal Life employs no agents; resultant commission savings go to you because you deal *direct*. That is real insurance-economy.

**Postal Life Insurance Company**  
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CAROLINA HOTEL open for the season **NOVEMBER 10th, 1917**  
FORMAL OPENING NOVEMBER 20th

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**Tennis** The clay tennis courts at Pinehurst are famous both among professionals and amateurs for their excellence. Frequent tournaments.

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# I HAY N

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Now that we are in the war, the interest and importance of this book are greatly increased. If we measure our literature by a yardstick—a small book. In every other sense it is large—large in purpose, large in its friendly, broadminded view of our relations with England. (Net, 50 cents).

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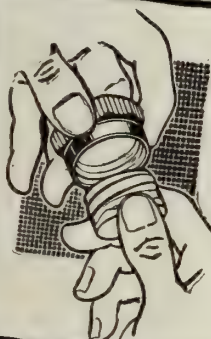
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## The New Shaving Stick

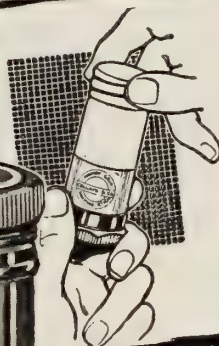
# COLGATE'S "HANDY GRIP"

COLGATE'S "Handy Grip" combines economy, convenience, speed, and comfort better than any other shaving preparation. We couldn't improve the soap, so in each detail of economy and convenience we improved the box to make it worthy of its contents.



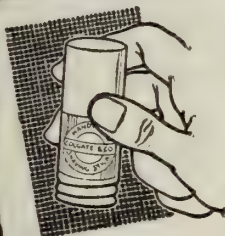
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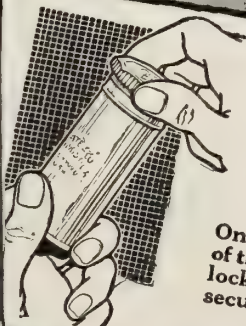
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"HANDY GRIP"

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THE mountains, for years almost impassable barriers to transportation, have been made to yield their limitless store of energy to the service of man.

The tremendous forces of mountain torrents have been fitted to the yoke of achievement and now furnish the power that hauls the great all-steel trains of the "*St. Paul Road*" across the backbone of the continent—440 miles through the Belt, Rocky and Bitter Root Mountains. An additional 211 miles is being electrified through the Cascade Mountains in Washington.

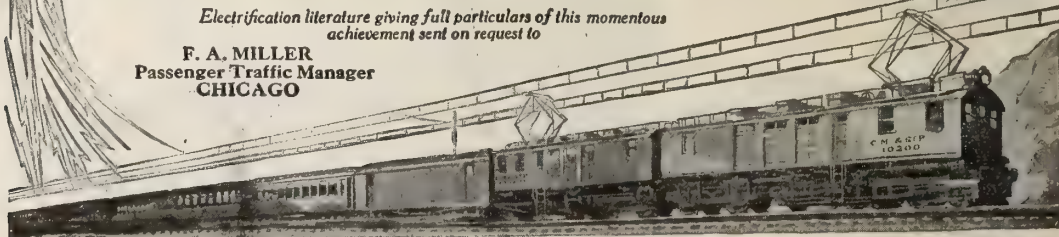
When next you journey to the cities of the Pacific Northwest travel electrically on either of those famous trains "*The Olympian*" or "*The Columbian*."

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Commerce and Industry are calling for men of *specialized training*. The nation's business must be speeded up to meet the greatest emergency in history.

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The American School offers you a wide range of Home Study courses. These courses have helped 50,000 men to **win**. Choose the course that's in line with your ambitions. Start your training **now**. Get on the "firing line" of business at the earliest possible moment.

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There's no "age limit" in business today for the man who can **fill the job**. Send your name and address on Coupon and put an X before position you want—without obligation. By return mail we will tell you how, in time that you would otherwise waste, you can fit yourself to fill it. Complete prospectus of any course, together with a valuable book. Send the coupon this very hour. **The American School of Correspondence** was chartered as an educational institution in 1897.

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These Questions in Current History and Its Background? These Are Only a Few Facts Selected at Random From Articles in This Issue of *THE WORLD'S WORK*

"THE BRITISH-AMERICAN ADVENTURES TOWARD LIBERTY"

*Do You Know*

That if the ideals of King George III had been unanimously held in England in 1775 the American Revolution would not have succeeded as it did?

That at the close of the Revolutionary War France and Spain proposed to England that the thirteen states should remain thirteen states with no increase in territory, England keeping the land between the Great Lakes and the Ohio west of the Alleghany Mountains and Spain to have the rest to the Gulf of Mexico?

That Napoleon was compelled to give up his designs for an American Middle West Empire because England threatened to take New Orleans from him and give it to the United States?

That the Treaty of Ghent (1814) concluding peace between England and the United States, does not mention a single one of the items for which the United States went to war with England in 1812?

That the Monroe Doctrine declares that the United States will not permit any territory on this continent to be made into a European colony nor will it allow an autocratic monarchical system of government to be introduced here by any feudal despot?

That the Monroe Doctrine became practical only when it was backed up by England?

"JOHN HAY'S POLICY OF ANGLO-SAXONISM"

*Do You Know*

That Germany would never have thought of dominating Europe and the world if it were not for her unexampled geographical position which more than doubles the fighting advantage of her military power?

That the founding by the United States of a democracy in form as well as in substance

is regarded by many people as the logical outcome of the political and social evolution which had gone on in England since the Norman Conquest?

That after the United States declared war with Spain in 1898 Germany secretly asked England to join her and France in putting their fleets between Cuba and the United States fleet?

That but for England's preventing the formation of a European coalition against us in 1898, the United States would have had to call off the war with Spain, a humiliation for which modern history has no parallel?

That the Clayton-Bulwer Treaty signed by England and the United States in 1850 gave the two countries joint control and joint obligation over the Isthmus of Panama?

"BRITAIN, MOTHER OF COLONIES"

*Do You Know*

That contract laborers sign cheerfully from any Eastern port to any part of the world so long as they have the word of the British Government that their contract will be honestly enforced against employer no less than employee?

That there is a Chinese University in Hong Kong with the three faculties of medicine, morals, and engineering which entitles its students to degrees equal to those of the London University?

That in India Great Britain maintains a military establishment so small as to deserve the name of a merely nominal police force?

"GREAT BRITAIN'S GENEROUS COMMERCIAL POLICY"

*Do You Know*

That the development and prosperity of every British colony is due in part, at least, to the freedom accorded to the capital and labor of other lands to share in its industries and enterprises?



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**THE TIMES**  
**Dec. 30, 1914**

**TAKES RHONDDA'S POST.**

**Lady Mackworth Succeeds Her Father in a Company Chairmanship.**

Special Cable to THE NEW YORK TIMES.

LONDON, Dec. 29.—Lord Rhondda having resigned as Chairman of the Sanatogen Company as a result of his appointment as President of the Local Government Board, his daughter, Lady Mackworth, has been elected to her father's former post. She had previously shown her capacity for business by taking complete charge of his vast coal and shipping interests during his absence in America on an important Government mission in connection with the supply of ammunition for the Allies.

## What England Thinks of Sanatogen

*Lady Mackworth Succeeds  
Lord Rhondda as Head of  
British Sanatogen Company*

*A Striking Commentary on the Importance of a Commercial Article in War Time*

THE fact that Lord Rhondda—called to a place in the British cabinet—has passed on the active management of the Sanatogen business in Great Britain to Lady Mackworth, his daughter, shows in a striking way the high importance which is attached in Great Britain to the uninterrupted production of this specialized food-tonic.

At the base hospitals, in the trenches—in fact, wherever the burdens and horrors of war make it necessary to preserve or to restore steady nerves, or to build up weakened bodies, England has found Sanatogen as invaluable as during the previous years of peace.

Sponsored by the medical profession, Sanatogen has achieved such a dominating position as a health-food that Lady Mackworth quotes a former cabinet minister as remarking that Sanatogen is to England "A national necessity to preserve good nerves."

Similar endorsement has come from other leaders of British thought. Sir Gilbert Parker, for instance, says: "Sanatogen, to my mind, is a true food tonic, feeding the nerves and giving

fresh vigor to the overworked body and mind." And Arnold Bennett declares that "the tonic effect of Sanatogen is simply wonderful."

### Sanatogen In America

Very large is the list of famous Americans who have joined their British cousins in commending Sanatogen. The venerable John Burroughs goes so far as to consider it "the best remedy for old age I have yet struck"; and Col. Henry Watterson, frankly avows: "I do not think I could have recovered my vitality, as I have done, without this Sanatogen acting equally upon digestion and the nerve centers."

To those who have written asking whether war would interfere with the supply of this food product here, the answer may be given that there is no danger of Sanatogen becoming unavailable in this country. It has long been manufactured at its own laboratories in New York State by an American corporation, independent of overseas control or supplies.

Druggists throughout the country carry Sanatogen in stock and there has been no increase in the established prices—the three sizes selling at \$1.00, \$1.90 and \$3.60 respectively.

Send for "The Art of Living"—a charming little book by Richard LeGallienne, the popular poet-author, touching on Sanatogen's kindly help and giving other interesting aids in the quest for contentment and better health. This book is **Free**—address The Bauer Chemical Co., Inc., 26D Irving Place, New York.

# · THE · TALK · OF · THE · OFFICE ·



"To business that we love we rise betime  
And go to 't with delight"—*Antony and Cleopatra*.

These are busy days at the Country Life Press. In September there was put forth an average of about 32,000 magazines for every working day, and 18,000 to 20,000 bound books.

## THE FRENCH BINDERS

at Garden City are now producing bindings which will rank with the very best work done in the whole world. The French have always been preëminent and the three men who are doing this superb work are members of families who have for generations devoted themselves to the art. The number of books bound is very small, but each is in its way as perfect as their skill knows how to make it. We hope to have an exhibit of specimens of their work this fall in New York.

## SIMONDS'S "HISTORY OF THE WORLD WAR"

We wonder if we can express our great faith in the lasting quality of this, as it seems to us, fine work. As a newspaper man, Mr. Simonds is well-known, particularly because of his lucid articles on the War in the New York *Tribune*, syndicated through many papers (forty-five or fifty, we believe) throughout the United States.

But this book is not made up of articles which have appeared before. The first two volumes are ready, and give a picture of the



FRANK H. SIMONDS

© Arnold

War up to Verdun, more interesting and enlightening than anything that has been printed up to this time. We have hundreds of books describing different phases, but here is the great broad picture which makes the real history that can only be written by a master hand. In that it is so nearly contemporary adds to its value; we need to read of the broad survey to judge of what concerns us now, as well as posterity. Future generations will have their own histories; we need ours now.

## FALL BOOKS

It is, perhaps, superfluous to give here a list of our fall publi-

cations, which are advertised in this and other magazines, but such a list may be interesting to some of our readers. We name them in the order of fall publication and include only the main facts, without attempting full descriptions.

**MARTIE THE UNCONQUERED**, by Kathleen Norris, author of "Mother," "The Heart of Rachael," etc., etc. An epic of American womanhood. Illustrated by Charles E. Chambers. Net, \$1.35.

**THE WHISTLING MOTHER**, by Grace S. Richmond. Some half a million mothers are sending their sons out to fight for their country. Every one of them should read "The Whistling Mother." Net, 50 cents.

**A GREEN TENT IN FLANDERS**, by Maud Mortimer. Vivid and dramatic impressions of hospital life in Flanders. 12mo. Illustrated. Net, \$1.25.

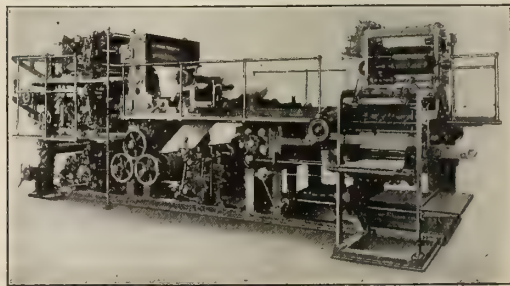
**RED PEPPER'S PATIENTS**, by Grace S. Richmond.



- The return of Red Pepper Burns, Mrs. Richmond's most popular character, in a new romance. Frontispiece in color by Gordon Grant. Net, \$1.35.
- PARNASSUS ON WHEELS, by Christopher Morley. A book of rare literary flavor and the zest of adventure along country by-roads. Size,  $4\frac{1}{2} \times 6\frac{3}{4}$ . Net, \$1.25.
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- FOR FRANCE, by many prominent Americans. Through her best known authors and artists, painters, musicians, sculptors and actors America here pays magnificent tribute to France. Net, \$2.50.
- GREAT POSSESSIONS, by David Grayson, author of "Adventures in Contentment," "The Friendly Road," etc., etc. Another of David Grayson's "Blue Books of Happiness." Illustrations by Thomas Fogarty. Net, cloth, \$1.30; leather, \$1.75.
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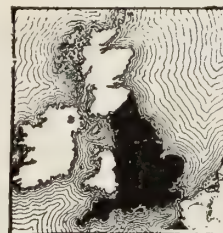
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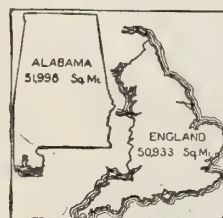
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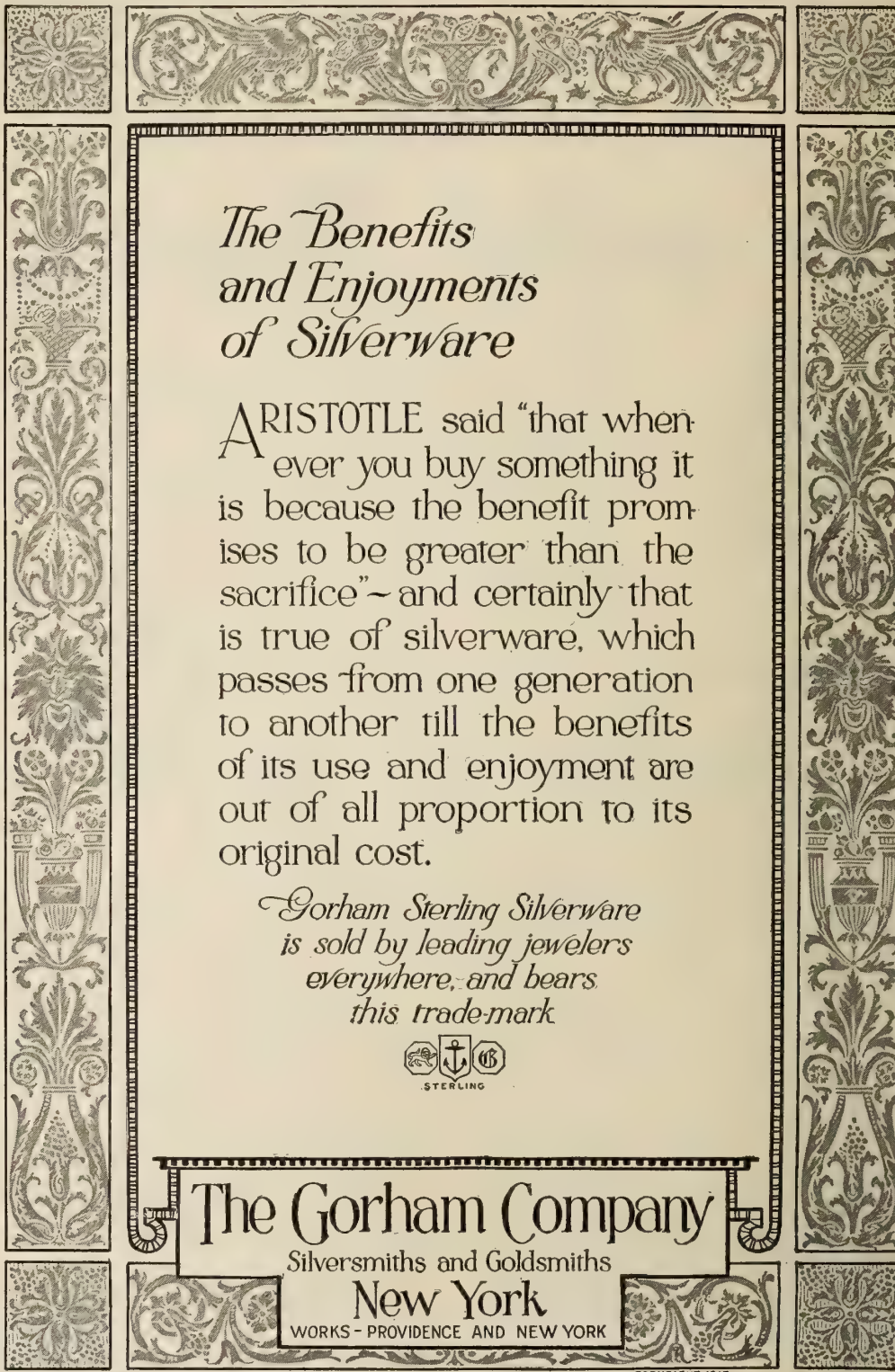
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# The World's Work

ARTHUR W. PAGE, EDITOR

## CONTENTS FOR NOVEMBER, 1917

*Sir Cecil Spring-Rice* - - - - - *Frontispiece*

THE MARCH OF EVENTS—AN EDITORIAL INTERPRETATION - - - - - 3

### A Monroe Doctrine for the World

Lord Northcliffe  
Mr. John Purroy Mitchel

Mr. Byron R. Newton  
Mr. Frank A. Vanderlip

Viscount Ishii

American and British Relations

No Basis for Peace

More "Willy" and "Nicky" Correspondence "

Price Fixing and Production

The Excess Profits Tax

The Poor Retailer

A Great Merchant Marine—On Paper

War Financing

Impatience at the Front—and Here

Sabotage and Labor Unions

EMERSON McMILLIN ON BUSINESS AND INVESTMENT - - - - - 16

HURRY UP THE DESTROYERS! - - - - - BURTON J. HENDRICK 18

LEADERS OF THE WORLD WAR (*In full-page colored portraits*) - - - - - 25

THE BRITISH FIGHTING MACHINE - - - - - FRANK SIMONDS 32

JOHN HAY'S POLICY OF ANGLO-SAXONISM - - - - - WILLIAM ROSCOE THAYER 33

GREAT BRITAIN'S GENEROUS COMMERCIAL POLICY EDWARD NEVILLE VOSE 42

THE BRITISH-AMERICAN ADVENTURES TOWARD LIBERTY (*Illustrated*)

RALPH W. PAGE 48

BRITAIN, MOTHER OF COLONIES - - - - - POULTNEY BIGELOW 65

THROUGH THE HOSTILE LINES - - - - - HUGH GIBSON 70

THE VOSGES SECTOR (*In maps and photographs*) - - - - - 80

FEEDING BELGIUM THROUGH CANALS - - - - - VERNON KELLOGG 92

DR. GARFIELD, FUEL ADMINISTRATOR - - - - - THOMAS R. SHIPP 99

THE AMERICANS ABROAD CLUB - - - - - 101

MAN AND HIS MACHINES (*Illustrated*) - - - - - 105

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SIR CECIL SPRING-RICE

The British Ambassador to the United States, who conducted the difficult negotiations with the United States before we entered the war to carry into effect the blockade of Germany without undue interference with American commerce, and who is now the means and embodies the spirit of coöperation between the two countries

# THE WORLD'S WORK

NOVEMBER, 1917

VOLUME XXXV



NUMBER I

## THE MARCH OF EVENTS

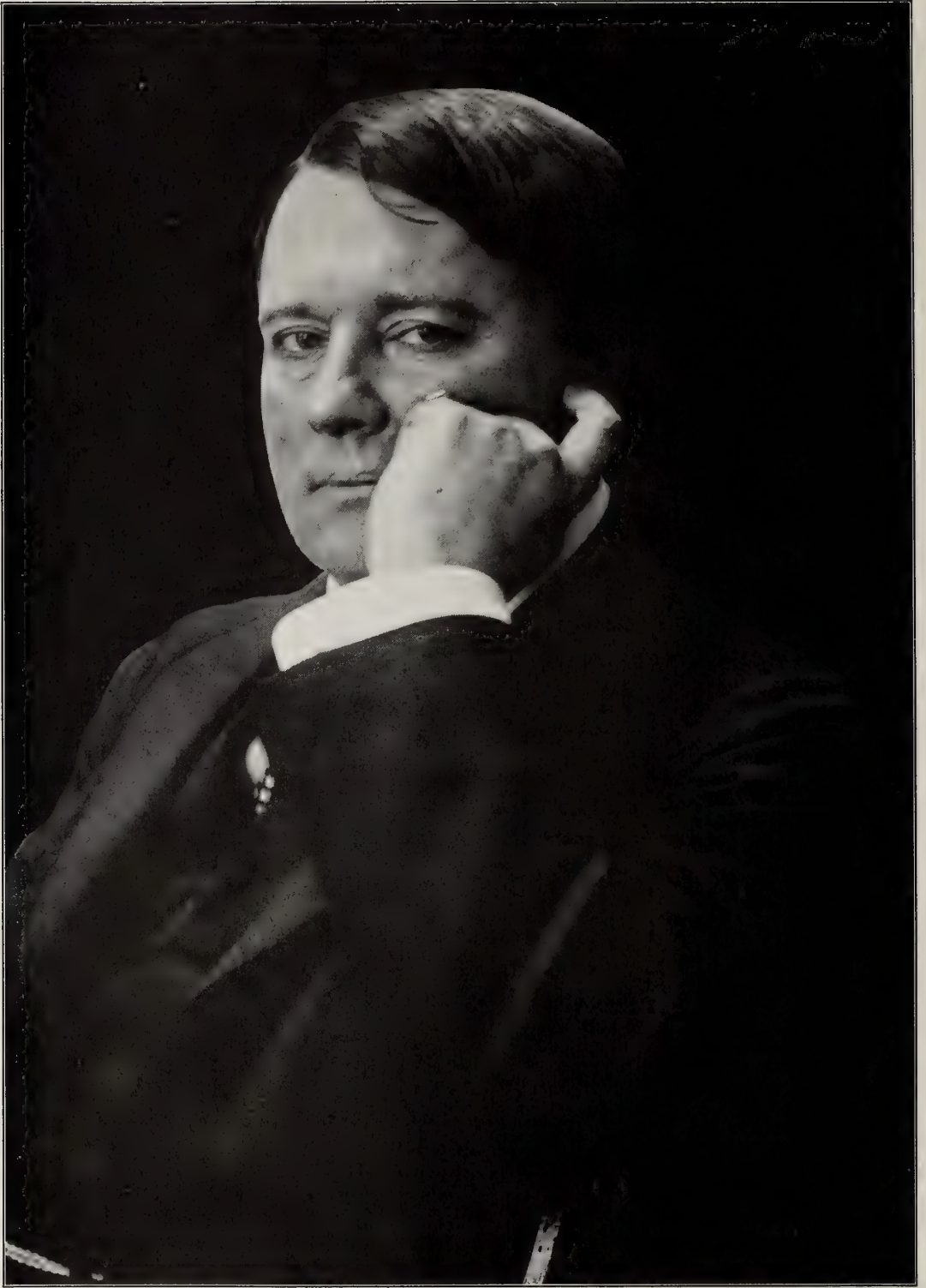
**T**HERE is a photograph elsewhere in this magazine of a column of American soldiers crossing the Thames with the Houses of the British Parliament in the background. These soldiers are part of the American Army gone to Europe to fight for political liberty against autocracy. The British Parliament is the mother of modern political liberty, and the larger part of its history belongs as much to those American troops and to the rest of us as it does to the people who live in England. From the time of Magna Charta in 1215 to 1775 we worked out the advance of free institutions together. Since that time we have worked them out separately but along parallel lines. Both nations have considered political liberty as the most vital tenet of existence and both have struggled to increase it at home and extend it abroad. Great Britain has extended a helping hand to the liberal movements in Europe, and we have, under the Monroe Doctrine, guaranteed the opportunity for the people of the Americas to develop their own institutions free from attack by autocracy.

In his celebrated pronouncement Monroe let it be known that any attack by autocracy on free institutions in this hemisphere would be met by the armed forces of the United States. When he told the world this decision Monroe knew that he could count on the coöperation of the British fleet in enforcing it. The exponents of autocracy at that time knew it, too. And since then every ambitious autocrat has known

that if he reached his hand toward the Western Hemisphere it meant the American Army and Navy in front of him and the British fleet behind him—and none has tried.

But in 1914 the Kaiser did not know that Great Britain and the United States would come to the defense of political liberty in Europe. He thought that England would stay neutral. He was sure that the United States was so afraid of entangling alliances that it would rather see him crush political liberty in Europe than move a hand to defend it. But he was wrong. Liberty is not an ideal that admits of geographical limitations, and autocracy is the kind of beast that must be killed in its lair if even distant regions are to be safe. But the Kaiser did not know that an attack on liberty in Europe meant war by all democracies. If there had been a doctrine of the immunity of liberty in Europe like the Monroe Doctrine here, announced with the same vigor and supported by the same liberal forces, it is doubtful if the Kaiser would have embarked on war. If after this war there is such a doctrine, it is doubtful if the Kaiser can have a successor. Such a doctrine—the common and immediate defense of political freedom by every liberal country—has not been announced in words; but when the American troops passed Westminster on their way to France they set the seal of action on a Monroe Doctrine of the World—a union of the Anglo-Saxon and other liberal powers for the defense of democracy.





LORD NORTHCLIFFE

Who represents Great Britain in this country officially as head of numerous Commissions and unofficially as the publisher of the *London Times* and as a man of wide friendships among men of all callings in the United States



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**MR. JOHN PURROY MITCHEL**

One of the best mayors in the history of New York City, whose honesty in fiscal administration, fearlessness in fighting sedition and treachery, and unsectarian impartiality in managing the city's charitable institutions entitle him to reelection in the name of patriotism and civic progress





MR. BYRON R. NEWTON

Who succeeds Mr. Dudley Field Malone as Collector of the Port of New York, and who, as Second Assistant Secretary of the Treasury, in charge of public buildings, was one of the most vigorous opponents of the pork barrel system of appropriations by Congress



MR. FRANK A. VANDERLIP

Who recently left his work as chairman of the board of the biggest bank in the United States (the National City Bank, of New York) to work for a salary of \$1 a year under Secretary of the Treasury McAdoo, to assist in floating two billion dollars' worth of war savings certificates and to raise \$1,000,000 for a soldiers and sailors' library to provide books for our men in the war





### JAPAN'S "AMBASSADOR OF GOOD-WILL"

Viscount Ishii, who has visited many parts of the United States to convince Americans of the earnestness of his Government's participation in the war and to assure us of the groundlessness of fears for our open door policy and the integrity of China aroused by the failure of Japan to restore Kiao-Chau and by the famous twenty-one demands which Japan made on China

## American and British Relations

**R**ECENTLY two documents have appeared which shed an interesting side-light upon our relations with Great Britain. The first is the famous Bernstorff note concerning the \$50,000 to be used for influencing Congress. It read as follows:

I request authority to pay out up to \$50,000, (fifty thousand dollars) in order, as on former occasions, to influence Congress through the organization you know of, which can perhaps prevent war.

I am beginning in the meantime to act accordingly.

In the above circumstances a public official German declaration in favor of Ireland is highly desirable, in order to gain the support of Irish influence here.

The second document is from the Von Igel papers captured by the Secret Service men and published by the State Department. In it Justice Cohalan gives an example of the kind of Irish influence Bernstorff wanted:

No. 335-16.

Very secret.

New York, April 17, 1916.

Judge Cohalan requests the transmission of the following remarks:

"The revolution in Ireland can only be successful if supported from Germany, otherwise England will be able to suppress it, even though it be only after hard struggles. Therefore help is necessary. This should consist, primarily, of aerial attacks in England and a diversion of the fleet simultaneously with Irish revolution. Then, if possible, a landing of troops, arms, and ammunition in Ireland, and possibly some officers from Zeppelins. This would enable the Irish ports to be closed against England and the establishment of stations for submarines on the Irish coast and the cutting off of the supply of food for England. The services of the revolution may therefore decide the war."

He asks that a telegram to this effect be sent to Berlin.

5132

8167

0230

To his Excellency,

COUNT VON BERNSTORFF,  
Imperial Ambassador.

Washington, D. C.

Reading these things over reminds one of what was pretty well known, before, that a large number of people in this country are perpetually trying to disturb the friendly relations between this country and Great Britain, the German-Americans in the hope that a rupture between the two will help Germany, and the Irish-Americans in the hope that such a

rupture will hurt England, and perhaps help Ireland. Neither cares for the United States or its interests. This variety of Irish wish us to help them in a war of secession from England, and the Germans wish to use us as a catspaw in their game of conquering the world. Unfortunately their propaganda has not been without effect. They pictured England as a grasping, tyrannical, and entirely commercialized monster, who had pounced on Germany because Germany was making progress in trade, and would do the same to us. But the fact is that Great Britain is the only country in the world that does not discriminate against other people's commerce by a tariff and that until the war German merchants did far more business in British colonies than in their own. The anti-British propaganda also made telling use of the insinuation that friendship with England would mean something akin to putting our 100 million people back into a state of dependency on the British 45 million, and that the only way to maintain independence was to hate England. This idea of a daily morning hate is as peculiarly German as the perpetuation of a grievance is Irish, and neither can appeal much to any real American. Moreover, a close view of the Irish organizations in politics in New York and Boston will furnish any one with a partial clue to the cause of the so-called British tyranny shown by the failure to govern Ireland successfully.

British rule exists in every climate and on every continent. In the last half century it has been generally successful everywhere but in two instances. It has not succeeded in making the Catholic part of Ireland happy, and it has not succeeded in amalgamating the Catholic part of Canada—the French Canadians. British rule has gotten along well with practically every race and religion and sect in the world except in the two places in the British Empire where there is a solid body of people who owe religious allegiance to Rome.

## II

The persistent attacks of the Germans and anti-English Irish among us on Great Britain since the beginning of the war have also been directed toward making France, Canada, the United States, and every one else possible dissatisfied with Great Britain's share in the war.

The facts do not substantiate this charge either.

Great Britain has 45 million population, in



contrast with 39 million for France, 36 million for Italy, 175 million for Russia, and somewhat more than 100 million for us.

This 45 million has furnished a far larger proportion of the naval strength and shipping than any other nation and has done this from the beginning of the war. This has also necessitated bearing most of the odium attached to the blockade which was for the general benefit of all the Allies as well as England.

From the beginning, also, they have furnished more money than any other nation.

In the first two years of the war they did not furnish as many men as either France or Russia, but at present the British army in France is about as large as the French. The British have besides an army in Egypt, another at Saloniki (as have also the French) and another in Mesopotamia. Moreover, the British Isles have furnished as many men in proportion and suffered as great losses as any of their colonies, besides putting forth an extraordinary industrial effort.

The comparison of the efforts of the various Allies was instigated by the Irish and Germans for the express purpose of arousing jealousy, and it was to an extent successful. This insidious attack on the British is entirely unjustified by the facts, for no 45 million people engaged in the war have made greater efforts to use their strength and improve their weaknesses than have the British. They are subject to only two honest criticisms. They were blind to the danger that threatened them and therefore unready to meet it. They talked a good deal in the early part of the war on the basis of their plans for the future. Other people, perhaps, can voice these criticisms—if the British have not atoned for their deficiencies in blood—but without losing our sense of humor we cannot point to either their unpreparedness nor their proneness to discuss their influence on the war before that influence reached the front.

### III

But it is much more important for us to realize the positive reasons for our friendship with Great Britain than merely to realize the misinformation propagated amongst us by certain Irish and Germans with the intent to benefit Germany and Ireland at the expense of Great Britain and the United States.

The war has awakened us to the realization that the most important thing to us in the progress of the world is the spread of free insti-

tutions—the growth of democracy. The same is true of the British, and of all the nations in Europe the British have been the most persistent and consistent defenders of political freedom as well as being the originators of it. The article elsewhere in this magazine, entitled, "The British-American Adventures Toward Liberty," gives some exceedingly interesting details of the British attitude on this all-important question during the last 150 years. During that time we have differed with Great Britain on all manner of less important subjects. On the one subject of transcending importance both nations have consistently upheld the spread of political liberty and have very often coöperated in so doing. This co-operation has been of the utmost importance to us, to the British, and to the cause of political liberty in the past, as it is at present and must be in the future.

### No Basis For Peace

THE German Government has never credited its enemies with any different motives than it feels itself. That was the basis of their mistake in supposing that England would keep out of the war, and also the basis for the same mistake about us. The Germans had studied the material situation and left out the moral forces entirely.

The German Government is following the same tactics in its campaign for peace. It presumes that on our side as well as on theirs the war is only about land and money and trade and military advantages. With this idea in their heads the Germans offer to give up Belgium, except for special trading rights. This would, they hoped, open the bargain. As it has failed they will continue to give out suggestions of one kind or another in the belief that if they offer land and money and military advantages enough we will all—France, England, Russia, the United States—join them in a peace conference, frankly cast aside the moral issues, and divide up the spoils with only such consideration for the lesser allies on either side as their future usefulness would dictate. This was the custom, at the end of most continental wars in the past, and the German Military Government seems to look upon the world with about the same moral perceptions as Frederick the Great and Prince Metternich, not to mention Prince Bismarck.

If the German military who govern the

country should believe that their enemies really intended to act upon decent motives themselves and to force the Germans to do likewise, the military would probably prefer to take the chance of complete defeat and extermination to any such solution, but we shall probably never even get this idea into their heads while they are in power. It is, then, not worth while to examine the various peace "feelers" which originate with the present Government of Germany, except as an indication of their military strength or weakness. As bases for the peace that is to come they are valueless, completely valueless, even if they offer great territorial concessions, for they are founded on the same kind of reasoning which started the war, and until the German Government is filled with men with different ideas there is no use of making peace with it.

#### More "Willy" and "Nicky" Correspondence

**G**RADUALLY out of the European archives are coming the documents that enable us to reconstruct the history of the last twenty years, and which shed the brightest possible light upon the sort of diplomacy which has precipitated the present war. The collapse of the Russian autocracy has now made public property the secret archives of the Czar. They contain papers whose existence even the Czar's closest ministers had not suspected. Irrespective of their very interesting contents, these documents give a most illuminating insight into that governmental system which has been best exemplified in the rule of the present Kaiser and the now vanished Autocrat of All the Russias. They show us that, in addition to the ostensible government of both nations, there has existed a kind of holy of holies, an inside organization, composed exclusively of two persons, the Kaiser and the Czar, who, without the knowledge of their people, their representative chambers, or even their own selected advisers, have presumed to put their heads together and plan the future of Europe. That two men, one of notoriously unstable and irresponsible character, lacking in judgment, honor, or statesmanship, and actuated solely by personal vanity and a desire for "glory," and the other commonly regarded as mentally feeble, if not actually deficient, could secretly manufacture plots that involved the lives of millions of human beings, and their

happiness and civilization, is probably the greatest anachronism of these troublous times.

The present Russian authorities have recently given a specimen of this correspondence to the press. As in the case of the famous telegrams preceding the war, the Czar signs himself "Nicky" and the Kaiser puts himself down as "Willy." From the telegrams so far issued we cannot make a detailed and connected story, but the main points stand out distinctly enough, and they reveal a narration of duplicity and treachery that we find only in these exalted quarters. In 1904, as to-day, Russia and France were allies—an alliance of defense against Germany and Austria. France had not only poured untold millions into the imperial Russian coffers, but had staked her future as a nation upon the stability of this alliance. Yet these telegrams disclose the Czar conspiring with the Kaiser to form an alliance, which, if it had been successful, would have destroyed not only France, but Great Britain. Primarily their purpose was to organize a Russian-German compact for an attack on England. England, Russia, and France were joining hands for the purpose of protecting themselves and the world against German aggression and France and Russia were actually allied by the most solemn treaty. Yet the Czar, in the secrecy of his palace, was plotting with the Kaiser against his allies. The two men planned to make a formal written treaty, and, after this had been signed, to enlighten France, the idea being that the Republic, once her ally had deserted her for the German camp, would be obliged to follow. Ultimately, therefore, there was to be a Russo-Franco-Austro-German alliance against Great Britain.

The valiant French armies were to assist in the work of securing world domination for the despoilers of Alsace-Lorraine.

"As soon as it is accepted by us, France is bound to join her ally," says "Willy" to "Nicky." "No third power must hear even a whisper of our intentions." For some reason, however, the imperial "deal" did not go through. Possibly the wretched showing made by Russia in the Japanese war explains this failure. Very likely there is more secret correspondence which will definitely settle that point. But, even though nothing else is ever forthcoming, these documents will have an historic importance, for the illustration they furnish of the kind of government which precipitated the greatest calamity in history.



### Price-Fixing and Production

SOME of the anti-war agitators and politicians have recently tried to arouse dissatisfaction from the fact that the regulation of food prices does not reduce the cost of food, and that the coal dictator does not dictate a low price for the consumer's coal. To abuse the Government for the high cost of living when it presses heavily upon us is an obvious method of arousing discontent. But its obviousness will not make it largely successful, because it is equally obvious that while price-regulation does not relieve us of the high cost of living it does help toward the vastly more important end of winning the war.

For the winning of the war the amount of production of food and other products is far more important than the price at which they are sold. It would not help win the war to sell wheat at a dollar a bushel if there was not enough wheat. And if there is enough wheat, paying two, three, or even four dollars a bushel would not lose the war. It is easier to raise more money—as hard as that is—than it is to raise more wheat, and wheat is the more important—likewise coal, steel, etc., etc. The main problem confronting the Government regulators, then, is to get the utmost possible production of every useful kind from the country. They are production stimulators in object much more than price regulators. Their price regulation is a means to an end.

When this problem first began to unfold itself to us, most people concurred in the idea expressed by the President that it would not be necessary to bribe a patriotic American by abnormal prices to give his utmost production. The development of the situation convinces us, however, that abnormal prices are necessary to abnormal production. Let us take wheat as an example. A wheat farmer sees an opportunity to make a good profit on his usual acreage, and he thinks that probably he will be able to get labor enough to harvest it. The country, however, wants him to grow more than usual. It wants him to go to more expense than usual in planting more land and to run a greater risk of high wages and a shortage of labor. But the farmer sees a possible catastrophe staring him in the face if he extends his credit, enlarges his operations to include poorer land, and runs greater risks at harvest time, unless he is assured of a sufficiently high price to make all this extra work and risk prof-

itable. From patriotic reasons he would probably do his best on his usual acreage, but patriotism without an assurance of profit would hardly induce him to risk increasing his operations so that he might lose as much on his extra work as he made on his regular effort. The same is true of coal mining. There are many coal mines in which the cost of mining is prohibitive at normal prices. But once make the prices abnormal and guarantee them, and these mines that are ordinarily idle will become active and swell the total production.

Likewise, men will build steel mills, airplane factories, and start other industry to swell production if they are assured of prices that will give them a quick profit on the operation. They are afraid to wait for their profit for fear that after the war their extra product will not be saleable. And to get a quick profit these people must get abnormal prices.

Patriotism will usually make a man do his utmost with what he has, but it will not usually induce a man to volunteer to go into bankruptcy by over-extending himself. To induce the extra effort that we need, the producers need some kind of guarantee of high prices.

That is why Mr. Hoover has fixed the price of wheat at \$2.20 a bushel when in normal times one dollar is a high price; and why copper is 23½ cents a pound, although a short while ago several large companies agreed to furnish the Government at 16½ cents a pound.

The Government has tried to fix the price high enough to stimulate the maximum production, but no higher; for, once that production is reached, any further rise in price would be a useless expense to the public.

It is, of course, impossible to tell accurately just what the maximum abnormal production can be, not to mention what price will produce it. There is little or no precedent to go on. Conditions constantly change. Industries compete with each other for labor and the cost of production varies with the scarcity of producers in one field or another. The price fixers must learn as they go and rectify their errors in calculation according to the progress of events. And with the best human foresight, hindsight will show mistakes which foresight is now unable to obviate.

Nevertheless, it is abundantly clear that the price regulation helps to stimulate the production of the commodities we most need to win the war; that the men who are engaged in the regulation are intelligent, industrious, and

working with the single aim of patriotism, and as long as this is true we should and will give them our complete support.

### The Excess Profits Tax

NOW, of course, if the price fixed is sufficient to enable the least economical producers to stay in business and thereby increase the total volume, the more efficient producers will be making abnormal profits. These excess profits, moreover, will be due to the war. In other words, the efficient producers by the Government's policy of price-fixing are put in the position of profiting by their country's needs.

There are two ways of relieving them from the predicament of making too much money, for while they are, as other people, in business to make money, they are not in business to take advantage of their country's war needs. The first method is to revise price-fixing so that the inefficient get a price sufficient to keep them going and the efficient get a less price which will keep them active. The administration of a price scale different for nearly every producer is practically impossible. The other method is to tax excess profits, which the Government is doing. This, of course, does amount practically to taking for the public purposes of the Government a part anyway of the amount which the Government and the public paid these industries, because of the abnormal conditions. This is certainly not an exact system. It will inevitably fall harder on some than on others—even as some soldiers get killed and others do not—but it seems to be the fairest practical plan to go on.

Moreover, letting a man make the money even if a large part is taken away from him again gives him more incentive to abnormal effort than if he were not allowed to make it. Suppose a man whose business usually made a profit of \$100,000 saw an opportunity under a high fixed price to double his plant and make \$300,000 a year. Even if he knew that the Government would take \$100,000 of it from him in excess taxes, nevertheless the chance to enlarge his plant would urge him on. And he would have this comforting thought as he made the plunge: "If high prices and changing conditions cut my profit from the expected \$300,000 down to \$150,000 or \$200,000, the Government will not put on the excess tax. I have that tax money to fall back on as a kind

of insurance against loss." But if prices were fixed low and the most he could expect to get from his extra effort would be another \$100,000 profit if all went well, high prices of construction and changing conditions might well make him hesitate, for if anything went wrong he might make nothing for the extra effort or might even jeopardize the old profit.

It may appear to people who are not engaged in commerce that when men are risking their lives without abnormal inducements, business men might risk their businesses a little more freely. Perhaps they might, but as a matter of fact they don't. And it cannot be laid to a lack of patriotism, either, for any number of men will give up and have given up their businesses altogether to serve the Government, and many to risk their lives; but these same men will not rush into added production which their business training tells them will not be profitable. Nor is this phenomenon noticeable only in this country. It is the same in all the warring countries. The Government can conscript every able-bodied man in France, but if it started to conscript the savings of the French people there would be a revolution.

Fixing high prices to increase production and taxing excess profits seems the only feasible way to meet the war-industry situation. The success of the plan depends chiefly on its administration by the Government.

### The Poor Retailer

THE frequent appearance of wholesale prices in the press has led the public to an even keener realization than usual of the costs and difficulties of distribution and retailing, and has led also to some unfair resentment against retailers.

It is common to hear such arguments as these: "The price of coal wholesale used to be, let us say, \$2 a ton and the retail price \$4. Now the wholesale price is \$4 and the retail price \$8. But it does not cost much more for freight; why shouldn't the retail price be \$6? Why should the coal dealer rob us?" But that is not all the story. When the price was \$2 at the mine, a retailer for \$50,000 could buy 25,000 tons. When the price was \$4 he would have to borrow another \$50,000 to buy the same amount of coal. Moreover, while his freight has advanced only a little, his labor, the keep of his teams, and his taxes have increased a great deal.



In other words, the man who suggests that the retailer add to his prices only the extra to be paid the mine is asking him to double the amount of his business as expressed in money, meet a great many extra expenses, incur a greater risk (for unsold coal at \$4 is more embarrassing than when it costs \$2), all for the same gross profit that he charged before. It is practically asking the retailer to go into bankruptcy.

The truth of the matter is that if the distribution and retailing of coal costs as much as its production when its production is \$2 a ton, they will cost about the same proportion when coal is \$4 a ton; and this is not far from true of most products.

A manufacturer who pays an agent 30 or 40 per cent. for selling his product [which is common enough] must increase the retail price not only to cover the added cost of production but also enough to pay the retailer his 30 or 40 per cent. of that addition. Suppose a product sold at retail for one dollar, of which the retailer got 40 cents and the manufacturer 60, of which 6 cents, or 10 per cent., was profit. If the price went up 50 per cent. it would cost the manufacturer 81 cents to make it. His same percentage of profit would give him 9 cents. The retailer would pay 90 cents, and if he got the same percentage of profit the public would pay \$1.50. An increase of 27 cents in the cost of production normally added 50 cents to the public price without any profiteering or any one's having even made a larger percentage of profit than usual on his total turnover. There are probably several panaceas for this evil, but until they are tried in practice and succeed we shall have to worry along with the tendency of prices to increase by multiplication rather than addition—and the retailer is as likely to do as much worrying as any one else over this manifestation of the general cussedness of things.

### A Great Merchant Marine—On Paper

IF WE are to accept at their face value the figures on the Government shipbuilding programme recently made public by the Shipping Board, we have cause for self-congratulation. Mr. Hurley sets forth a shipbuilding programme which will be completed by the end of 1919. It extends, therefore, over a period of twenty-seven months, dating from October 1st. Stripped of all the details, the

essential facts are as follows: On September 1st, the United States had 2,380,000 gross tons of shipping actively engaged in the foreign trade, including the tonnage which we have taken over—let us hope permanently—from our enemies. We have under contract and construction 5,924,700 tons, all of which, says Mr. Hurley, will be under commission by the end of 1918. Thus our total shipping, including that in hand and that under construction, aggregates 8,304,700 tons. Besides this, the present Congressional programme provides for 5,000,000 tons dead weight, all of which can be finished by the end of 1919. This, reduced to gross tonnage, and added to that already in hand and contracted for, will give us, by December 31, 1919, a total merchant fleet of 9,563,000 gross tons.

The latest official figures, supplied by Premier Lloyd-George, indicated that Germany was sinking 500,000 tons a month—this including the losses of all nations.

This is 6,000,000 tons a year. Our building programme and that of the British will offset this when our building programme is in full swing. But we have first got to face this winter and next spring, when our programme will still be mostly in paper and on the stocks. Mr. Hurley promises about 6,000,000 tons of our new shipping by January, 1919.

In making public these figures, the Federal Shipping Board has set itself a task which it must exert its every resource to realize. And the public should not reach a stage of self-congratulation that will interfere seriously with the active, unceasing prosecution of all our war plans.

The crucial time for us to fix our eyes upon is next spring, and then we should look to the future. Next spring we shall be under greater pressure for tonnage than now, for we shall have more men abroad to care for. Only the ships that were started early will be in the water to help us then. The Germans began their ruthlessness on February 1st. We went to war in April and have begun our building at various times since. Germany will, therefore, have had nearly a year in which to get ships under water before our ships that are building are launched in large numbers. Just before our building begins to yield tonnage in large quantities—next spring—will be our lowest time, and we need to strain every building nerve to meet it. From then on the situation should improve rapidly.

## War Financing

THE second Liberty Loan campaign has impressed more forcibly upon the public the need for individual saving to finance the war. As the war continues, each succeeding loan, to be successful, must bring home with increasing clearness to all patriotic citizens the necessity of saving for the Government. If it is realized that the normal savings of the country are less than \$5,000,000,000 annually, or \$50 per person, the magnitude of the financial problem becomes apparent when Secretary McAdoo calls upon Congress for \$18,000,000,000 to cover our first year's expenses, including advances to our Allies. Our normal savings of \$50 each have in the past gone into many investment channels. We are now confronted with the necessity of getting \$180 per person for the Government alone.

The average income of an American family is probably not more than \$1,000 for three or four people. It is manifestly impossible for families whose income is no more than \$1,000 or \$1,200 to have \$180 per member ready in cash for the war. That being true, the people who have more money are going to have to meet the war expenses, and the better prepared they are to do it the easier it will be. It may seem unfair, but when the Nation needs money it must get it from the people who have it. There is no other way.

For each individual, the problem is how to increase the country's total savings. Our gross annual income was estimated before the war at \$30,000,000,000. Great prosperity has added materially to this; but it is doubtful if much of the increase has gone into the savings account. The needs of the Government now call for an adjustment of living expenses to leave an adequate amount of this income to carry on the war. It can be stated roughly that one fourth of every income is needed by the Government in addition to its other sources of income.

## Impatience at the Front and Here

A LITTLE while ago General Pershing gave an interview to the Associated Press representative in France, in which he said:

Those of us who have fully studied the situation and who know what is necessary to be done are

anxious that the people at home shall strive to realize the immensity of the task in which we are engaged and shall, through patience and confidence, help us to accomplish that task in the shortest possible time. Everything is going well with us, both as a nation and as an army. We are making giant strides day by day, but we are just started.

We came into the war without an army. We have always been a peace-loving people, and undoubtedly the great majority of us hoped we should be spared war. So now we must build an entire new organization, and build it so big and so strong that we can take our place along with our Allies, who already have had three years' time and experience.

I realize how very difficult it is for the people at home to visualize the war, to visualize the effort that lies behind the war. Our problems are greater than any France or Great Britain had to solve, but we are solving them and will continue to do so.

It is impossible to create a vast fighting machine merely by the wave of the hand. I wish that it were possible to do so and that we might be fighting the German Government this minute. We know that the only way to defeat the German Army is to hammer it and keep on hammering it. That is what we expect to be doing with all our fresh strength and enthusiasm during next year's campaign.

When our soldiers take over a piece of the battle line, there will be particular reason to heed this advice for patience, for any great demand for an American offensive which forced us into an undertaking for which we are not prepared would almost surely sacrifice our men without cause, discourage our Allies, and add comfort to our enemies. The desire for too early offensive will be greater with our army abroad than here. Not only will their natural desire to fight impel them, but they will chafe under the contrast of comparative inactivity with the French and British armies. Moreover, there can hardly help being a strong popular desire in France for the Americans to get into action early, a desire based partly on the long time in which France has been engaged and partly on a lack of appreciation of the fact that our army, unlike its own, was not ready to fight when it was mobilized. But if we are to do our part successfully, it is imperative that we let no undue haste mar our initial effort on the front. We must, as General Pershing says, wait until a year after our entrance into the war before we expect any serious military activity—although, of course, we will have taken over part of the line before that.

On the other hand, if impatience is out of place in regard to the army at the front it is not out of place when applied to war preparations



at home. Despite every warning, the Government let the war come upon us as if it were a surprise. It is humanly impossible to make up all the time that was lost when we refused to make any pre-war preparation. It is, therefore, doubly incumbent upon us as a nation and as a Government to make every effort to make up what we can of the opportunities we lost; and there is every reason why we should have a vigorous impatience with any slackness in our war measures here. The year of grace between April, 1917, and April, 1918, is enough to give the Germans. We have that to answer for because we would not prepare before the war. We must give no more grace.

### Sabotage and Labor Unions

IT IS important that all Americans, at this juncture, understand the difference between the genuine labor union and other organizations that at the present are making much trouble in this country, especially in the West. The average newspaper reader rather hazily regards the I. W. W. as something in the nature of a labor union. Such a conception does an organization like the American Federation of Labor a great injustice. The I. W. W. is not engaged in the campaign which we mainly associate with workmen's combinations. It is not seeking to improve the conditions of workmen, to obtain higher wages and better working conditions, or to bring about changes in our industrial system in the interests of the working class. The so-called International Workers have one aim and one aim only—the utter destruction of the existing political and econo-

mic order. They are not engaging in strikes. Their one activity is the wanton destruction of property. They smash machinery, flood mines, burn wheat, destroy fruit, dynamite reservoirs and aqueducts, and tie up railroads. Probably most people believe that they commit these depredations in order to bring employers to terms. Not at all. The employers cannot purchase immunity by paying high wages, reducing hours, or making easier working conditions. The International Workers are solely engaged in a continuous attempt to destroy all physical evidences of an economic order which they regard as iniquitous.

It is not the purpose here to enter into the scatter-brain philosophy that inspires the reign of terror that prevails in certain Western states, but merely to disabuse the public mind of any idea that this is a labor union movement. Such an impression is unjust, especially at a time when the labor unions, for the larger part, are rendering loyal service to their country. The American Federation of Labor has frequently passed resolutions condemning the I. W. W., while the latter organization brackets the labor unions and Wall Street as its greatest enemies.

### A Copyright Omission

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## EMERSON McMILLIN ON BUSINESS AND INVESTMENT

*Every month the World's Work prints in this part of the magazine an article on investments and the lessons to be learned therefrom*

MR. EMERSON McMILLIN, head of the American Light & Traction Company, started in the gas business soon after his return from the Civil War, and in fifty years of continuous service has probably done more to place that business on a scientific

and profitable basis than any other individual. The success of his career illustrates Mr. Theodore N. Vail's theory that if one will take care of the constructive part and create something of advantage to the community, he need not worry as to where he "comes in," for to-day Mr. McMillin is a comparatively rich man.

Although Mr. McMillin's investments have on the whole proven highly successful, he hesitates to talk regarding his own personal experiences for the benefit of others. "My own observation," he said, "has led me to believe that few would-be investors really desire advice. They merely want approval of what they have already made up their minds to do.

"Advice cannot be offered indiscriminately, like a patent medicine. Conditions and circumstances are important governing elements. Advice appropriate to one who has never invested may be of little value to one of even some experience. Suggestions helpful to a business man might prove harmful to a non-business woman. Experience is often a sad teacher, but that is the channel through which most investors get their training.

"In my young days, through hard study and close application to business, I was able to obtain managerial positions of responsibility not common to young men without capital. In the community where I lived, banks did not lend money on collateral, but almost exclusively on endorsed notes. While possessing no assets of consequence, I was frequently called upon as manager of properties to endorse paper. My position, presumably, would enable me to see that the paper was cared for. At a time when my resources were practically nil, I was induced to join ten other men in guaranteeing a \$200,000 issue of bonds of an iron and steel corporation in which I was a director. The company failed. Some of the guarantors died, leaving debts above assets, some went through bankruptcy, and some had transferred assets before guaranteeing the bonds. It was in the dark days of the iron and steel business, back in the 'seventies, and all the guarantors became bankrupt in fact, if not so adjudged by court. Soon after the failure of the company, one suit was brought against the guarantors on coupons for \$300, but was dismissed on a technicality. No other suit was ever brought. I paid off the last of my obligation twelve years later. During those twelve years all I possessed was open to attachment, but I was never harassed. For many years I have regarded that endorsement as a valuable blunder, for the outcome gave me credit, where I was known, above what my assets warranted.

"Thus good sometimes grows out of what appears to be a calamity. For example: It may not be a very serious misfortune for an inexperienced young man to lose on his early investments; while, on the other hand, his success through the purchase of securities *on margin* may well be viewed as a misfortune. Notwithstanding the advantage resulting from this early experience of mine, my advice to the young and inexperienced, both in business and investment, is: *Keep out of debt.*

"Alarming as it may sound, it is none the less true that investing in securities about which one has no personal knowledge is something of a lottery. Conditions over which companies with large amounts of outstanding securities have but limited or no control may gradually depreciate a high-class security until it has but little value. This decline may be so gradual as to fail to alarm the investor until it is too late to save much from the wreck.

"That is the reason why those who are not in a position or cannot afford to take risks should invest only in the very highest grade securities. If through inheritance one has acquired a competence, or through unusual qualifications as an expert in some special vocation one is assured an income sufficient to maintain those dependent upon him, he can with propriety make investments that would appear too hazardous for one not possessing similar protection.

"Some years ago, after I was well established in business, I borrowed money freely—for business purposes—but only when I knew I could pay back the loan without serious inconvenience, if the project for which I borrowed should prove a total failure. In fact, I followed a rule that to some men seemed foolish: My loan never exceeded my cash in the bank. Then why borrow? you ask. To keep a good cash balance. The most useful friend of a young business man is the bank with which he has transacted business and established a good credit. To assure his success, he should make it worth while for banks to seek his deposit account. If you do not use borrowed capital in business, you will probably accumulate more slowly; but, you will have peace of mind and that, after all, is what makes life worth living."



# HURRY UP THE DESTROYERS!

What They Can Do to Overcome the Submarines, and What Our Government Has Done and Failed to Do to Get Enough of Them Built in Time To Be of Use

BY

BURTON J. HENDRICK

THE most effective step the United States has so far taken in the direction of ending the war is its elaborate programme for constructing airplanes and for developing aviators. The next are the plans which we have made, and which are already fairly well advanced, for building merchant ships. The first of these steps aims at that absolute control of the air which, if attained, should enable the Allies to engage in offensive operations on a large and successful scale. The construction of merchant ships is intended to supply the ravages in the world's shipping which have been caused by the German submarines.

Both these undertakings are essential to any satisfactory prosecution of the war. But the American Government has another task which is equally important and which, if undertaken in the proper spirit, may have even more decisive results. In response to Secretary Daniels's request, Congress has appropriated \$350,000,000 for the construction of destroyers. Strange to say, this proposed programme has aroused little public interest. We get enthusiastic over airplanes and we even feel a thrill over the prospect of a great American-built and American-owned mercantile marine, but so far the destroyers have not deeply penetrated the American consciousness.

Yet these three things, airplanes, merchant ships, and destroyers, if built in sufficient quantities, should certainly give us victory. We should devote all the industrial energies of America to turning them out on an enormous scale. Though there is every indication that we shall rise to the occasion in the production of aircraft and merchant vessels, the outlook is unfortunately not so favorable that we shall do our duty in the production of destroyers. Unless a greater spirit of activity gets possession of the Navy Department, the destroyers for which Congress has recently appropriated will not get into the naval war until 1919. We have evidently started this

new construction, not in preparation for the submarine campaign next year, but for that of two years hence. Under the present programme we shall ultimately have a destroyer fleet comprising more than three hundred vessels; yet, unless the construction division of the Navy shows an unexampled energy, the extent to which this great flotilla will affect the course of the war is entirely problematical.

To most people probably this insistence on the importance of destroyers comes as something of a revelation. No type of war vessel has appealed less to the imagination in the past, and no type has aroused less enthusiasm in the appropriating committees of Congress. We notoriously neglected our navy in the few years preceding the war, and in no respect did we neglect it more than in the construction of destroyers. Year after year the General Board has insisted that we should build four destroyers for every battleship, and year after year Congress has gone cheerfully on and voted one or two. Perhaps the fact that the destroyer was not a beautiful thing to look upon, that it lacked the majestic lines and the visualized fighting power of the dreadnaught and the battle cruiser, has had something to do with this neglect. Vice-Admiral Sims well described the destroyer as "a tin box built around a mighty big engine"—a description which truthfully suggested that this type of warship existed, not as a thing of beauty, but purely for utilitarian reasons. That naval officers disliked service on the destroyer in peace times, owing to its wretched living quarters and a general lack of human comforts, is perhaps not surprising.

Probably the average citizen knew little about the ship and its responsibilities. Why "destroyer"? Were not all ships supposed to be "destroyers"? Why select this, the ugly duckling of the navy, as particularly worthy of such a destructive name? Those whose memories go back to the Spanish War have little difficulty in fathoming this mystery.

In those days our navy—as all other navies—contained a considerable number of wasp-like little scampering vessels known as torpedo boats. Their exclusive business was to sneak up against a large vessel in the night time and deliver against it a new fangled war contraption which had recently come into popular favor—the automobile torpedo. The invention of these new vessels had produced almost the same effect upon naval experts—lay and professional—that the successful development of the submarine has caused in more recent years. Unless some antidote could be found, it was generally declared, the battleship was doomed. That antidote was discovered in the shape of a long, thin, light-drafted, almost incredibly swift vessel—Admiral Sims's "tin box built about a mighty big engine." This new vessel received a descriptive but very awkward name, for it went on every naval list as the "torpedo boat destroyer." Awkward as was the name, this novel type performed its task in a manner that furnished a complete justification. It destroyed torpedo boats so successfully that this once-dreaded little vessel disappeared from the sea—the consequence being that they are no longer built. But the antidote in this case survived the poison, chiefly because the destroyer, since it was itself provided with torpedo tubes, could perform more effectively than the abandoned vessel the task of launching torpedoes.

When the Japanese destroyers crept upon the Russian fleet in Port Arthur at the beginning of the Japanese-Russian War, fired their torpedoes, and practically ended Russian naval power in Far Eastern waters, they completely demonstrated the offensive power of this ugly little ship. Since then—until the arrival of the submarine—attacks of this kind have held the greatest terrors for the commanders of battleships. Since the one thing that can make war upon the destroyer is the destroyer, it has been regarded as necessary that the battleships should be surrounded by a large fleet of destroyers, which in this way become their protectors. Up to the outbreak of the present war, therefore, the destroyer had two definite duties, that of delivering attacks against enemy vessels and that of protecting the great fighting ships from such torpedo assaults, especially in the night time. A fleet without an adequate screen of destroyers and light cruisers was, according to the accepted dictates of naval strategy, a fleet already lost.

Yet no type has presented more new uses than this neglected orphan of the American Navy. One of the strangest aspects of this world war has been the discussion which has raged about that all-absorbing subject, the submarine. The immediate necessity of finding some answer to the submarine has been forced upon us ever since the attack upon the *Cressy*, the *Hogue*, and the *Aboukir* in the early days of the war. When Germany started sinking merchant ships it appeared that, unless we found some way of quickly preventing this destruction, the Kaiser would dominate the world and the reign of barbarism would start anew. When America entered the war, the hopes of mankind suddenly turned to that American inventive genius which had never failed us in a great crisis. It suddenly became Mr. Edison's duty, forced upon him by all the world, to find the "answer" to this hideous but apparently effective method of warfare. Certain enthusiastic gentlemen at Washington even rushed into print with the good news that the secret had been found. The Navy Department formally informed us that it was receiving thirty or forty devices a day and that it hoped some day to hit upon the key that would unlock the puzzle. Magazines received numerous contributions, accompanied by weird drawings, all of which the authors promised would destroy the German underwater boat. Elaborate schemes for building wire nets across the North Sea were put forth—all of them naturally formulated by gentlemen who had never passed a few tempestuous hours in those very wicked and angry waters. There were propositions to "dig the rats out in their nests"—to send battleships into the shallow waters and against the heavy guns of Kiel or Heligoland, and to repeat, on a much greater scale, the disaster of Gallipoli.

What makes all these proposed inventions and enterprises look so strange is that, in the opinion of the greatest authorities in all navies, we already had an effective method of handling submarines. While our naval authorities would welcome an Edisonian device for deflecting torpedoes or locating under-sea craft, these same authorities have by no means been reduced to that state of helplessness which the newspapers have described. They already possess a handy little craft, which, if supplied to them in sufficient numbers—and these numbers must be very large—would free the waters of submarines. The destroyer

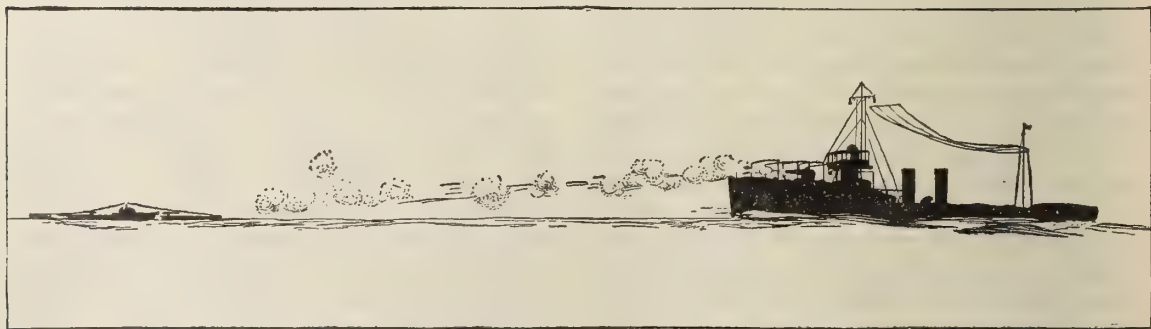


has once more justified its name in most eloquent fashion.

This discovery is nothing new. I invite attention to the testimony given before the Senate Committee on Naval Affairs on March 10, 1916—a year and a half ago—by no less a naval authority than the gentleman whom we have since found worthy to place at the head of our fleet in European waters, Vice-Admiral Sims. In that testimony Admiral Sims gave his ideas on submarines and the methods of combating them. He announced a new naval principle, based upon the experience of the European war up to that time. That was that the vessels that commanded the surface of any particular section of the waters also commanded the waters underneath. In discussing modern naval problems we need, as the Germans would say, a new “formula.” Instead of the much worn phrase, “command of the sea,” let us use a new one, “commanded seas.” By “command of the sea” we signify that general control of all waters which England maintains because she has a battle fleet so superior to Germany’s that the latter does not dare to leave her ports for any extended period. This prowess frees the seas of German shipping and German warships and leaves the sea alleys the property of her enemies. By “commanded seas” we mean a particular section which one Power controls by the actual physical presence of its warships in that section. Now the principle laid down by Vice-Admiral Sims is that any naval force which controls a certain area of waters has nothing to fear from submarine operations in those same waters. That is—to consider the matter in connection with the submarine—if the British Navy picks out a particular

section of the sea, say the British Channel, and decides that she will obtain complete and actual command of the surface in that section, no submarine can exist in that particular neighborhood. England’s general control of the surface everywhere enables her admirals to place in this British Channel a flotilla of surface craft composed of light cruisers and destroyers—above all, destroyers—which has entire freedom in operating against submarines. If Germany could send out a fleet that could drive away these light surface craft—that is, if Germany controlled the surface of the sea, which she does not—obviously these lighter craft could not operate. Clearly, therefore, successful operations on submarines depends on two elements: control of the surface in the old sense, which enables the nation so controlling to place her anti-submarine craft where they can render the greatest service; and, secondly, the possession of craft, which, when left undisturbed in control of the surface, can actually destroy submarines.

Admiral Sims, in the testimony to which I have referred, shows why the destroyer is an extremely effective weapon in this kind of naval warfare. In order to do this, the Admiral dissipates a great misapprehension which generally prevails, even in well-informed circles. He indicates that the name “submarine” is something of a misnomer. This type of warship is an underwater boat only incidentally, since, for the greater part of its career, it travels on the surface. Like the whale, it can keep under the water only for a limited time. According to Admiral Sims, the submarine can sail continuously under water for forty or fifty or sixty miles, according to its size. After such a voyage it has exhausted its



THE DESTROYER'S ADVANTAGE OVER THE SUBMARINE

One of the greatest advantages the destroyer has in a gun fight with a submarine is “high platform.” It shoots down at the underwater boat, whereas the latter has to shoot up, with the “curve of the earth” and the roughness of the sea against it. Gunfire is practically the only way in which a submarine can fight the destroyer, and, because of “high platform,” the odds are all against her

electric motive power which, for under-sea traveling, is obtained from storage batteries, and has to come to the surface to recharge. This recharging is done with the gas engine apparatus, which can be worked only on top of the water; the recharging process takes four or five hours and makes a noise that can be heard five miles away. Should the submarine, when it comes to the surface, suddenly find itself face to face with a surface fighting craft, its situation is an unpleasant one. Against the destroyer it is practically helpless, for this versatile vessel combines many qualities that make it invulnerable. In the first place the destroyer draws only eight or nine feet of water. Now the torpedo travels most successfully at a depth of fifteen feet; if it sails nearer the surface than this, it cannot be depended on to pursue a straight course. Clearly, therefore, a submarine cannot fight the destroyer with torpedoes, for these usually glide harmlessly under the keel. Occasionally, it is true, the torpedo may take a course nearer the surface; but even then it stands little chance of hitting the destroyer, for this boat makes a speed of from thirty to thirty-five knots and can make such sudden turns that the expert helmsman can almost invariably evade the torpedo, especially as this always leaves a tell-tale wake upon the surface. In its combats with the destroyer, therefore, the submarine can rely only upon its guns, usually three- or four-inch rifles—in the case of a few submarines the guns may be larger—one placed fore and one aft. There, again, the larger, swifter surface boat has everything in its favor; it usually carries a gun that has a longer range, and it has the great advantage of higher "platform"—that is, it shoots down upon its enemy from a height, whereas the latter has to shoot up from below. Above all, the destroyer has the opportunity of ramming its enemy.

But it is hardly necessary to go into further detail, for this war has completely shown that the submarine cannot live in the same waters with the destroyer. We may now regard this fact as fundamental. The submarine can neither submerge and attack the destroyer with a torpedo nor can it come to the surface and fight with a gun. I have asked many naval experts whether they knew of a single case in this war in which a submarine has sent a destroyer to the bottom. They all dismissed the question with a wave of the hand. Possibly, they added, such an event may have hap-



#### WHY A DESTROYER IS ALMOST TORPEDO-PROOF

It is almost impossible for a submarine to sink the destroyer with a torpedo. The torpedo, in order to make a direct course, has to travel about fifteen feet under the surface. The destroyer draws only eight or nine. The torpedo, therefore, usually glides harmlessly under the keel

pened, but they personally could not point to a solitary instance. It is also true that the destroyers do not sink many submarines. And that mere fact is the most eloquent tribute to their prowess, for the destroyers do not "get" their underwater foes simply because the more subtle craft keep away from their neighborhood. If you station a couple of policemen in front of your house, they will not catch many burglars, because all burglars will carefully keep away. For a similar reason the English and American destroyers do not sink German submarines by the dozen, though they occasionally "get" their prey.

This, then, is the one definitely established fact in this terrific warfare with German submarines. These boats will give a clear berth to any waters which are thickly strewn with destroyers. Any "commanded seas" which are dominated by destroyers and other light cruising craft are free of these pests; the submarines are safe so long as they sail deeply under the sea or rest peacefully upon a shallow bottom; but let them once come to the surface, or even show their periscopes, and they are simply courting disaster. But the very nature of the submarines compels them not only to come to the surface periodically, but to stay there for a considerable time, recharg-





#### DESTROYER FLEETS TO TRAP THE SUBMARINE

There are only three places through which German and Austrian submarines can escape into the open sea—the English Channel, the northern entrance to the North Sea, and the Straits of Otranto at the base of the Adriatic. A large destroyer fleet, patrolling the waters in these three places, would leave the ocean highways open and undisturbed to the Allies. The English have closed the English Channel for three years with destroyers and other light cruising craft, but they have not destroyers enough to maintain the necessary patrol in the other sections

ing their batteries and making a hullabaloo in the process that widely advertises their presence. This fact is not a theory; it is a demonstration. There is one part of the seas where the British control not only the surface, but the sub-surface. The presence of a large destroyer force in the British channel and immediately adjacent waters explains the ease with which England maintains her communications to France, transports millions of troops and unlimited mountains of war supplies. If the German submarines could sink ships at will, irrespective of surface conditions, this is the very first place where they would strike; for by cutting these communications, Germany could keep England out of the war. But so far she has not made the slightest impression on this area. England's destroyer fleet—combined with England's command of the surface, which, let me repeat, enables this destroyer fleet to operate—is the explanation. For three years Canada has maintained a constant fleet of transports to France, and has not lost a single soldier in transit, as a consequence of a German attack. This is because a flotilla of

destroyers conducts these ships safely to port. The United States is now constantly transporting thousands of troops with much the same success and for the same reason. Just once say the word "destroyer" to a submarine and this cowardly vessel slinks away under the water to safety. It loses all its fighting spirit in an instant.

Still the German submarines are daily sinking merchant ships. But they are sinking them only in waters that are free of destroyers. The trouble is that England has had only enough destroyers to protect completely her channel communications, her overseas transports, and her battle fleet. It is not quite true that the outbreak of war found the British Navy ready for all eventualities. It was prepared, indeed, for everything that human ingenuity could foresee. But there was one thing which the most imaginative mind had never once conceived of as within the bounds of possibility. This is that a great Power, laying superficial claims to civilization, would conduct naval operations against merchant ships and against unarmed men, women, and children. Only the course of events has made this kind of warfare a reality—something which naval preparations in future must constantly keep in mind. England had armed her navy for naval warfare, not against piracy and murder. Therefore, the war found her navy without the destroyer fleet essential for this brand of Germanic strategy. The British yards have been turning out destroyers on a liberal scale since 1914, but not in sufficient quantity to patrol all the seas which are penetrated by German submarines.

Yet the problem, as the accompanying maps show, is not an insuperable one. Once given an adequate number of destroyers—perhaps a thousand—and we could promptly chase the submarine out of the war. The thing to do, we have been told, is not to "swat" the under-sea raiders after they have escaped into the open seas but to prevent them from ever leaving their native waters. Merely limiting their activities to the North Sea would accomplish essentially the same purpose. The German submarines can break into the Atlantic only by way of the English Channel, or by way of the stretch of waters between Scotland and Norway. England's destroyer fleet already bars the former passage. A large net, stretched from Scotland to the Shetland Islands and thence to Norway, would similarly close this northern entrance. But no experienced naval

man regards this net as a possibility. A large force of destroyers, however, constantly operating in this passage, would accomplish the same result. Such a fleet would have to be a very large one, patrolling east and west for a distance of one hundred miles and north and south for a distance of fifty or sixty; the fact that it would have to be so large perhaps puts it out of the question for the present. Until we have destroyers by the thousands, probably our naval experts would locate them along the trade routes in St. George's Channel and west of the Irish Sea. At present the British food supply from America takes this course, disembarking at ports on the western coast of England. An unfortunate consequence is that these ship lines converge in the narrow waters separating England and Ireland, the ships gathering here almost in clusters. Naturally

this renders them comparatively easy marks for submarines. The more destroyers the Allies have, however, the further they can push these submarines out to sea. With a fleet of three or four hundred they could probably form an area, reaching five hundred miles out to sea, in which the submarines could not operate. The further they are pushed to sea, the wider will become the entrance for the merchant ships; that is, these ships will no

longer all be practically forced into a narrow opening, crowded with submarines. Then chances of getting safely through would naturally be infinitely increased. In fact, an effective destroyer patrol, reaching four or five hundred miles out to sea, would mean that the submarines could not operate at all. The food supply would be secure, and, if necessary, troops and supplies could be sent from this



I



II



III

PUSHING THE SUBMARINES OUT TO SEA

At present the Germans operate most successfully in the waters between Ireland and England, where the trade routes from America converge and, bringing the ships together here in clusters, make them easy marks for submarines. As the English and American destroyer fleets are increased, they will be able to patrol a wider area in these waters, gradually pushing the submarines farther out to sea, and widening the entrance the merchant ships will have to English ports. Thus the submarines, as this circle gets farther to sea, will not get at the ships in mass. In these diagrams, the tear-shaped figures represent destroyer areas, the smaller black dots submarine areas, and the dotted lines shipping lanes



side to France by way of England and the Channel. The only reason the Allies do not establish such a patrol is that they do not have the destroyers.

And the sad fact is that, at the present rate of production, it is not likely that they will obtain them in the immediate future. That is the most distressing fact in the navy situation. Our record in destroyers in the last three years is disheartening. Here are a few facts. The naval bill of 1915 provided for the construction of six destroyers; inadequate as that programme was, these six destroyers have not yet been finished. They are now gradually being commissioned at the rate of about one a month. And the bill providing for them was passed two and a half years ago! The great naval programme of August, 1916, appropriated for twenty destroyers and provided that they should be constructed in the shortest possible time. The last naval list issued for general circulation bears the date of March 1, 1917. This records the progress made upon these twenty destroyers as "o.o." That is, despite the Congressional direction that work should be speeded, and despite the general world situation, nothing had been done on these vessels seven months after Congress had appropriated the money. To the layman such a delay seems simply incredible. In the naval bill of 1917, Congress appropriated for fifteen more destroyers, making thirty-five in all. Probably progress up to date on these thirty-five ships is not much more than 10 per cent. In addition to these the department, under certain blanket appropriations, has planned a considerable addition to the destroyer fleet; and now Congress has adopted a \$350,000,000 programme for building destroyers exclusively. Just how many ships this latter amount will give is not clear. The naval bill of 1916 placed the cost of a destroyer, without armament, at \$1,200,000, but the cost, particularly on vessels where construction must be speeded, has greatly increased since then. At the rate of \$2,000,000 per vessel, this latest appropriation will give us 175 destroyers. With the sixty effective ships of this type which we had when the war began, and the vessels under construction, the likelihood is that, when this building programme is finished, we shall have between 300 and 350 destroyers. If we could

send such a fleet to England to-morrow, we could make an end of the submarines. But we shall not send them to-morrow, and, the way things are going now, we shall not send them next year. Hitherto our best record in destroyer building has been two years. Mr. Daniels says that we can now build one in twelve months and that he expects soon to cut the period down to nine months—which is the English record. The best information obtainable is that the navy is by no means building destroyers in twelve months, and that the nine month period, at the present rate of progress, is nowhere within view. Perhaps by the summer of 1918 we shall have from 100 to 150 destroyers in European waters. But that will not be enough for the task in hand. Unfortunately, while we are building destroyers the Germans are building submarines, so that an addition of our new destroyers by next June or July would not materially change the existing situation.

#### BUILD ALL THE DESTROYERS WE NEED!

The United States has begun seriously the creation of a great air fleet. We have established splendid aviation schools in all parts of the country, have already developed a motor that promises to give the most efficient service and we have laid the foundation for building airplanes by the thousand. All this will tell in the campaign of 1918. Why cannot we adopt a similar programme for destroyers, the one effective weapon so far found for overcoming the submarine? Instead of planning 150, why not plan 300, 400, 500, 1,000—as many as the great cause calls for? Why not give up work on battle cruisers, battleships and other vessels which can never see service in this war and concentrate all our war-building resources on the one type of vessel which can actually do something toward turning the scale? We are standardizing airplanes; why not standardize destroyers and turn them out in any quantity desired? We can do it if we only try. Meantime months are passing, and at least two great merchant ships are going to the bottom every day. If the navy is looking for a chance to distinguish itself and render the greatest service to the world, it will find that chance in the rapid construction of a large destroyer fleet.

# LEADERS OF THE WORLD WAR

PORTRAITS IN COLOR OF

The Right Honorable David Lloyd-George  
Field Marshal Sir Douglas Haig  
Admiral Sir David Beatty  
Admiral Sir John Jellicoe

Paintings by the Gordon Studios, New York





THE RIGHT HONORABLE DAVID LLOYD-GEORGE



FIELD MARSHAL SIR DOUGLAS HAIG



## The Right Honorable David Lloyd-George

Prime Minister of Great Britain, Whose Life-long Struggle for Liberal Principles of Government in Internal Affairs Fitted Him to Personify, As He Now Does, the Struggle of all the Powers of Democracy to Defeat the Prussian Ambition to Destroy the Free Institutions of the World and to Substitute Autocracy for Them

## Admiral Sir David Beatty

Who Commanded the Battle Cruiser Squadron in the Fight Off Heligoland in 1915 and in the Battle of Jutland and Who Succeeded Sir John Jellicoe as Commander-in-Chief of the British Grand Fleet

## Field Marshal Sir Douglas Haig

Who Has Led the New  
Armies of Great Britain  
So That for Two Years  
They Have Had Germany's  
Veteran Armies on the De-  
fensive and Who Has This  
Year Perfected a Method  
of Attack Which Has  
Driven the Germans from  
Their Trenches and Forced  
Them to a New Defensive  
System of Separate Ma-  
chine Gun Stations

## Admiral Sir John Jellicoe

First Sea-Lord of the Brit-  
ish Admiralty, Who, as  
Commander-in-Chief of the  
Grand Fleet, Commanded  
the British Forces at the  
Battle of Jutland, the One  
Great Naval Action of the  
War





ADMIRAL SIR DAVID BEATTY



ADMIRAL SIR JOHN JELlicoe



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# THE BRITISH FIGHTING MACHINE

BY

FRANK SIMONDS

(Author of "The History of the World War")

*[Mr. Simonds is the one American who has made a name for himself as a writer on the strategy and tactics of this war. His years of studious preparation gave him the background and knowledge to make his interpretations illuminating. By close application to the march of events and personal visits to the front and contact with the generals of the Allied armies he has kept abreast of the kaleidoscopic changes in the conduct of the great struggle.—THE EDITORS.]*

IT IS nearly six months ago since I said to Sir Douglas Haig, in speaking of American impressions of the British Army, that the victory won at Beaumont-Hamel, late in the campaign of last year, was accepted in my country among military men as the first clear evidence of the arrival of the "new" army. In this brilliant operation the coördination between British artillery and British infantry was first unmistakably disclosed, and I remember that the British Commander-in-Chief said quietly: "I think we shall do better next time."

There have been many "next times" since I saw Sir Douglas Haig last February. Vimy, "White Sheet," Hill No. 70, and the recent advance about Ypres have all demonstrated the accuracy of the British Commander's forecast.

A year ago the whole world marveled at the feat of the French in retaking Vaux and Douaumont. It was one of the most remarkable achievements of the war, but the French are themselves the first to concede that at Wytschaete the British equaled their success.

It would be difficult to exaggerate the achievement of Great Britain and her colonies in mobilizing and training millions of a civil population and in three years wresting from a nation which had prepared for forty years supremacy in guns, in materials, and in men. But this the British have done. Since they

began their attack at the Somme on the first of July, 1916, the British lines have gone slowly but steadily forward, and while the change on the front has been slight, measured by American distances, the change in morale of the two armies has been colossal and the German army has had to yield first the offensive and then the hope of a permanently successful defensive.

At the Somme the British broke down the German system of defense, based upon permanent works. After the Somme the Germans had to reorganize their entire system of defense, and we had in the spring Hindenburg's so-called "elastic" defense. In the middle of September, at Ypres, the British showed that they had mastered this defense, too, and their advance along the Menin Road, down which the Prussian Guard came in the tragic final hours of the first Battle of Ypres, was an achievement comparable with the retaking of Messines.

British achievement means a new thing to us in America now that we in our turn have to seek a similar organization for an even more completely unorganized people. In the next three years we shall probably realize the true magnitude of the British progress in the last three years. We shall be fortunate indeed if, three years after our entrance into the war, we can point to victories like those of Arras and Messines, and to stern and heroic struggles toward achievement such as the Somme.

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# JOHN HAY'S POLICY OF ANGLO-SAXONISM

His Early Premonitions of the Rise and Menace of Militaristic Germany, and the Growth in His Mind of a Theory that Only a Practical Union of the United States and Great Britain, in International Affairs, Could Preserve to Mankind the Ideals of Freedom for Which Both Countries Stand

BY

WILLIAM ROSCOE THAYER

(Author of "Life and Letters of John Hay;" "Life and Times of Cavour;" "Germany vs. Civilization," etc.)

THE permanent hates and friendships of a nation, like those of an individual, should be rooted in character, not in caprice. Among the elements which go to form a character in a nation, is geography: thus, but for her unexampled geographical position, Germany for instance would never have thought of dominating Europe and the world; for geography more than doubles the fighting advantage of her military power.

When we look back over history, however, we find that caprice rather than character has often been the cause of wars and of international likes and dislikes. Under caprice, we must reckon the personal ambition, dreams, theories, of rulers and statesmen, a fact which sufficiently confutes those who assert that the individual counts for nothing in shaping human destiny. Take England and France during the XIX century, and see how their governments blow now hot now cold. After Waterloo, when the Napoleonic peril was crushed, England got on comfortably with France for more than two decades, and then on Louis Phillippe's attempt to marry the French princes to women who, England thought, would dangerously increase the political influence of France, England was on the point of declaring war on France. And yet, in less than ten years she had joined France in an actual war against Russia. The Crimean Campaign had scarcely been ended before England, alarmed by the supposed truculence of the French Emperor and his militarist ring, was preparing for a war with France. Nevertheless during the American Civil War official England combined with France in abetting unofficially the Southern Confederacy. Owing to the shortsightedness of British statesmen which led them to follow rigidly their policy of splendid isolation, owing also to the pro-German preferences of Queen Victoria and her

Court, England allowed Prussia to mangle Denmark in 1864, to overwhelm Austria in 1866, and to crush and dismember France in 1870-71.

Thereafter, however, she began to have an inkling of what the domination of a Prussianized Germany meant and in 1875 when Bismarck planned to force another war on France and to bleed her white, for she had recovered her strength economic and military too rapidly for him, England privately intimated to him that she could not tolerate such aggression. In 1882 came the upheaval in Egypt, which broke up the dual control of England and France, and left in its wake much rancor. During the twenty years which followed, her relations with France fluctuated between friendliness and distrust bordering on hostility. And yet at the Congress of Berlin, Lord Salisbury connived with Bismarck to give France a free hand in Tunis—an act which was secretly intended by Bismarck to weaken France in her capacity to attack Germany. Then the Fashoda Incident flared up and kindled in British breasts a sudden fiery desire for war.

Here assuredly is a list—I might lengthen it if I went into more details—which shows the lack of a solid policy toward France during the XIX century; this lack must be attributed, of course, to the absence of any great foreign minister in England during that period—for the fiction cherished by British Tories, that the late Lord Salisbury was a great Foreign Minister, is exploded. With the accession of King Edward VII in 1901 light began to break. He saw, and his advisors saw, that the great menace not only to England's commercial prosperity, but to the peace of the world, was Germany's now unconcealed ambition with which the House of Hohenzollern identified its fortunes. England abandoned her splendid but sterile isolation. Within five years Edward the Tactful had quietly made agreements with France



and other countries, to repel, if need be, a German irruption. So much for the mottled Anglo-French relations during the century between Waterloo and the outbreak of the Atrocious War. Does not this record suggest that those relations have been almost haphazard, not to say opportunist in the shallowest sense?

Consider now, how England and the United States have got on together since our American Independence was sealed at Yorktown in 1781.

#### OUR IDEALS THE SAME

The Colonies revolted against the Mother Country primarily to recover the liberties which every Englishman regarded as his own by right of a long inheritance. As the war went on, and the wisest Americans looked forward to the condition which would confront them at its close, they decided that not Liberty alone but Independence also must be achieved. And so they created a new nation, a Republic in form but embodying in its substance the very principles of the English Commonwealth from which they had broken away. They had the same love of liberty, the same instinctive veneration for individual rights, the same common law. There is much to be said in favor of those historians who regard the installation by the United States of a Democracy in form as well as in substance as the logical consummation of the political and social evolution which had gone on in England since the Norman Conquest. That evolution found great obstacles to the regular process at home; but in America, where the conditions were obviously freer, where also the retarding survivals of Feudalism had gained no foothold, Democracy, the inevitable product of Anglo-Saxonism, found a natural home.

So the American Revolution was like a family break, in which when the son comes of age, and is thwarted or oppressed by an obdurate father, he asserts his own independence; and, as usually happens in family breaks, much bitterness remained on both sides. American patriots could always rouse their countrymen by citing the wicked acts or intentions of the British; and the British often justified such citation. If any of them ever dreamt that some time or other the new American Nation would fall to pieces and be absorbed in the British Empire, the War of 1812 quenched that dream. That war, rather inglorious on both sides, left no doubt as to the permanence of the United States. Thenceforth the official, commercial, and social relations of the two countries became almost

friendly; but the Americans felt keenly the superciliousness of some of their British critics. They were conscious of being engaged in the work of building up a mighty nation; they wished to be judged by their ideals and not by the imperfections of the moment. So they winced when Dickens held up the barbarities of a frontier village as if it were again an example of the fruits of American Democracy; they winced when Sydney Smith asked "who reads an American book?" Now just as in a family feud, perhaps overfrank criticisms wound the sensitive members, without causing overt hostility, so this attitude of the people of the Mother Country toward their cousins across the sea caused heart burnings but led to no open quarrel.

#### RESUMPTION OF FRIENDSHIP

Indeed, the United States had so far re-established official friendship with England that as early as 1823—only eight years after the battle of New Orleans—President Monroe and John Quincy Adams accepted the proposal of the English statesman, George Canning, and agreed to prevent the restoration of Spanish monarchical rule in the American Hemisphere. This agreement after undergoing many changes appears as the Monroe Doctrine of to-day. During the next generation, the two countries lived amicably although several questions spurted up and kindled temporary excitement. Disputes over our northern boundary even caused our grandfathers to rally to the battle cry "fifty-four forty, or fight," but the prudent on both sides prevailed; the rasping issues were smoothed by compromise and a treaty cemented peace, which has been in danger of breaking only twice for more than seventy years.

The first occasion was during our Civil War when the British government through laxness almost permitted a breach of neutrality in favor of the Southern Confederacy. The second was at the end of 1895 when President Cleveland fired at England his terrific message on the Venezuela Boundary Question. As a cause of irritation and enmity the behavior of a part of the British upper classes in 1862-63 was quite as potent as was the protection given privateers and blockade runners or the fitting out of the *Alabama*. Our fathers resented the actual hostility and they felt a disappointment mingled with contempt for Britishers speaking the English language and bred on the English

principles of justice and liberty who sided with the Southern slave holders. Although the resentment has lasted to this day it would long since have smouldered into oblivion but for the existence here of an element which cultivated the hatred of England with fanatical tenacity.

#### THE QUARRELSOME IRISH

This element was the Irish, who after 1840 immigrated to this country in large numbers, and bore in their hearts an undying grievance against English rule in Catholic Ireland. That that rule had been harsh and unsympathetic, if not actually cruel, no one can doubt; and oppressed Ireland would have had the same general sympathy which the Americans gave to Italy, Hungary, and the other downtrodden European countries, if the leaders of the Irish Cause here had been men of different character. Displaying a remarkable talent for the lower sort of politics the Irish got control of our large cities, and in spite of their temperamental passion for cracking each other's heads they kept together as a political body partly because only by keeping together could they capture and divide the rich spoils, partly by their Roman Catholic affiliations, and partly by the desire to help their friends at home. The Irish were the first foreign immigrants who perpetuated their home feuds here, and who injected into American politics troubles which did not concern America, but were purely Irish. To secure, and having secured, to hold and control the Irish vote became a commonplace for American politicians. English rule in Ireland slowly improved but the Irish-Americans who made a business of exploiting Irish grievances simply increased the virulence of their attacks on England. Impartial observers on the outside perceived that this was the easiest method by which the agitators could contrive to wring contributions from the Irish-American population. Where the money went was never disclosed; the condition of needy peasants in County Kerry might not be benefited by it, but the condition of the agitators and their accomplices suffered no harm. No worthy cause has ever had worse promoters than that of Ireland has had here.

#### LOWELL AND THE IRISH

The result of the Irish agitation in the United States has been twofold; it has hurled into our politics a foreign feud which has often taken precedence in congressional or legislative

questions over purely American affairs; it has fostered and kept alive the anti-British feeling, which was fast dying out. The early history books used in our public schools breathed hatred against British red coats; the later ones, compiled with a view to being acceptable to public school trustees and pupils, may have changed their language but they have not moderated their anti-British spirit. Until the present War, when we have seen the Irish Mayors of some of our cities preside over meetings at which Hibernian demagogues have lauded Prussia and denounced an alliance which made us a partner of England in the great struggle of Civilization against Hunnish Barbarism, I recall no instance of Irish truculence more striking than the attempt to discredit and cause the dismissal of James Russell Lowell more than thirty years ago. Mr. Lowell was then the American Minister in London and he had to deal with several cases of Irishmen who claimed to be American citizens, and so to gain immunity from the crimes they committed in Ireland. A man who uses this subterfuge is sufficiently despicable, but the Irish fire-eaters here, instead of repudiating such sneaks, assailed Mr. Lowell as an unpatriotic and false American, a groveling Anglomaniac, and they used all their threats and persuasion to make President Arthur recall him. Aristophanes himself could not have devised a situation more sardonically humorous than this: the most American of Americans being barked at as disloyal by Irish immigrants many of whom had not yet been naturalized as Americans. Perhaps it adds a comic touch when I say that Mr. Lowell told me that he was one of the first, if not the first, to urge upon Mr. Gladstone the policy of Home Rule, after the Phoenix Park murders in 1882. His trust in freedom, his belief that justice alone can finally settle long standing quarrels, were fundamental, not to be shaken even by the snarling of his traducers.

#### THE CLEVELAND BOMB-SHELL

I do not wish to exaggerate the anti-British propaganda of the Irish-Americans, or to attribute to their whole body excesses in tenets, methods, and acts which belonged to a pestilent minority among them, and which were quite un-American; but nobody can understand the fluctuations in American feeling toward England in the XIX century without taking into account the great influence here which the Irish have had. Only we must take care not to



measure the real state of public opinion by the capacity of a few to vociferate.

In the last decade of the XIX century, the United States and England were officially on friendly terms having only some small grievances of long standing, mostly referring to fisheries and other matters in which Canada was involved, to disturb the monotony of their friendliness. Then, at the end of December 1895, President Cleveland, through his Secretary of State, Richard Olney, addressed to the British Government a bludgeon-like message, intimating that England must either submit her quarrel with Venezuela over their boundary line to arbitration, or take the consequences. Both America and England were amazed, startled, and almost stampeded into blows by the tone and suddenness of this document. It is hardly too much to say that the whole world held its breath in astonishment. Perhaps it was John Bull's phlegmatic temperament that caused him to delay for a little before taking action which would plunge him irrevocably into war. Perhaps it was that habit of sobriety which has characterized for generations past the real statesmanship of England. The wisest men of both nations labored mightily to prevent a clash, and they succeeded. Lord Salisbury's government recognized that it would be monstrous for Great Britain and the United States to cut each other's throats over a question involving only a few hundred square miles of uninhabited wilderness, between Venezuela and British Guiana. They also recognized, as did just men throughout the world, that the principle of Arbitration on which President Cleveland insisted ought to be followed and upheld in international disputes.

Though England backed down as it was vulgarly said, and her official intercourse with the United States went on unruffled, the incident could not fail to rankle in British hearts.

#### ENTER JOHN HAY

It happened that in 1896 a Presidential campaign took place. Major McKinley was the Republican candidate; Mr. William J. Bryan, his opponent, had disrupted the Democratic Party and hoped to be elected on a platform which declared for free silver; that is, a debased and dishonest currency. The English, unflinching in their support of the gold standard, had the further reason to hope for the election of McKinley in that it would bring a different policy into the American Department of State.

Here John Hay enters, quite unofficially, as an international figure. He was now 59 years old, he had had a varied career, distinguished in many ways. In his youth he had served President Lincoln as private secretary, and he was the intimate companion of that great and lonely man. Then he had spent five years as a diplomat in France, in Austria, and in Spain. For several years he ranked as the most brilliant editorial writer on the New York *Tribune*, at the time when that journal stood at the head in America. He had published volumes of prose and poetry, which carried his name beyond the seas, and brought him friendship among literary men. A keen student of politics, he knew the political currents and the politicians at Washington, New York, and in the Middle West. Under Evarts he served as Assistant Secretary of State during the Hayes administration. He and Nicolay published a monumental history of Abraham Lincoln which gave him another durable sort of fame. Persons who thought about it at all wondered why John Hay, the stanch Republican, with almost every qualification for public office, had never been put forward by his party. The reason was, as President Harrison brutally expressed it, "There isn't any politics in it." This was true, for with all his charm and attractions Hay never had a political following. Now, however, he made what I may call his social fitness tell in behalf of our country, and thereby he probably served it better than he could have done had he held an official post.

The summer of 1896, while the Republicans and the Bryanites were campaigning over here, John Hay spent in England and in France. He not only had many cherished friends in England but he also had social access to some of the most influential public men; and these he assured that England must not hope for any change in foreign policy in the Venezuelan affair in the event of Major McKinley's election. No American party, he said, would reverse the policy of Arbitration. He also soothed as far as he could the irritation which the message had caused, and as he spoke as a private American gentleman known to be personally trustworthy, and to have the confidence of McKinley and the other Republican leaders, his words sank in. We can not estimate how far such an influence extends, we can only say that the ruling class in England felt more kindly toward the United States after John Hay's friendly visit than before.

The next spring, Major McKinley having been elected, he appointed Hay Ambassador to Great Britain. During the intervening months Hay had been pondering over the changed position into which the United States were thrust by the brusque assertion of the Monroe Doctrine. He saw that this made us a *World Power*, and although he could not foresee into what vicissitudes this transformation might carry us, he knew that we could never be as a Nation what we had been, and that we must lay out and pursue a new policy adapted to the risks and obligations of our new position. I would not imply that he had as yet formulated any definite scheme, but rather that his alert mind, being aware of the change, was on the lookout for new symptoms, and was prepared to deal quickly with them.

Hay reached England early in May, 1897, and during the ensuing year he made himself *persona grata* in official circles, and even more through his unofficial friendly intercourse with the English extended his influence, and greatly enhanced the good feeling between the two peoples. That he did this deliberately, as the result of much meditation, which had crystallized into conviction, there can be no doubt. And events soon burst upon the world, which put his conviction to the test and justified it. In April 1898, the United States, after watching long and patiently Spanish inhumanities in Cuba, declared war against Spain, and proposed to aid Cuba to her independence. The Continental Powers of Europe received this declaration angrily. France and Germany had invested much capital in Spain, and this would be put in jeopardy if Spain had to bear the heavy financial burden of a war. Also since Cleveland's Venezuela Message proclaiming the Monroe Doctrine, the European nations, some more, some less, felt aggrieved by it, and wished to probe how far the United States would back up their truculent challenge to the non-American world.

#### SAVING US FROM GERMANY

During the weeks which succeeded the sinking of the *Maine* (February 15, 1898), Hay left nothing undone to propitiate England, and he worked to good purpose; for after the declaration of war, Germany very secretly asked England to join her and France in putting their fleets between Cuba and the United States fleet. The English Foreign Secretary replied promptly "No" and he added that if the British Fleet

took any part in the war, it would be to stand between the European fleets and the American. The immense service which England rendered the United States by this act cannot be overestimated, and it should more than offset, as I think, the unfriendliness of the British Tories toward us during our Civil War. Reflect for a moment what would have happened if England had listened to Germany's reptilian proposal. With those three European fleets guarding the coast of Cuba, we could never have reached that Island, much less have landed our armies on it. And so we should have been forced to call off the War with Spain, a humiliation for which modern history has no parallel. Or if our ships had been so insane as to attack those of the European coalition, we should have had a war with England, France and Germany on our hands, our Atlantic seaboard would have been defenseless, and all our sea cities from Charleston to Eastport would have been at the mercy of our enemies. What losses we should have suffered, what huge indemnities we should have had to pay, who can compute? Kaiser William remarked at the time to an Englishman who repeated the remark to Mr. Joseph Chamberlain: "If I had had a larger fleet I would have taken Uncle Sam by the scruff of the neck." What the Prussian Despot means when he takes a nation by the scruff of the neck, the world has since learned.

If England had nursed any malign ambition against the United States, if she wished to injure our industrial and commercial prosperity, or to gain territory, or merely to pay back old grievances and especially the brusque, not to say brutal Venezuela Message, she had only to join the naval coalition with which the Kaiser tempted her. Had she done that, the Monroe Doctrine would have vanished into thin air, as thistledown is blown away and disappears before the autumn gale; for what does the Monroe Doctrine signify, unless it be upheld by a powerful United States? This most friendly English act, known in that crisis only to a very few in London and in Washington, must become more and more venerated by Americans; and I hope that the time is not far off when the name of the British Statesman who made that decision is as familiar here and is as much revered as is that of the greathearted Frenchman Lafayette, who, in our earliest national crisis, brought succor and risked his life in order that the American Colonies might establish their independence.



Unhampered by serious foreign interference we freed Cuba in the summer of 1898. Late in September John Hay returned to Washington, to be Secretary of State, a position which he held until his death, July 1, 1905. He knew what England had replied to Germany, and he could have told, perhaps better than any one else, how much his straightforwardness and urbanity, whether social or official, had helped to dispose the English to be friendly toward us. He had been frequently with Mr. Chamberlain and on familiar terms; and we can imagine with what satisfaction he read the speech which that statesman made at Birmingham on May 11, 1898.

"What is our next duty?" Mr. Chamberlain asked his hearers. "It is to establish and to maintain bonds of permanent amity with our kinsmen across the Atlantic. There is a powerful and a generous nation. They speak our language. They are bred of our race. Their laws, their literature, their standpoint upon every question, are the same as ours. Their feeling, their interests in the cause of humanity and the peaceful developments of the world are identical with ours. I don't know what the future has in store for us; I don't know what arrangements may be possible with us; but this I do know and feel, that the closer, the more cordial, the fuller, and the more definite these arrangements are, with the consent of both peoples, the better it will be for both and for the world—and I even go so far as to say that, terrible as war may be, even war itself would be cheaply purchased if, in a great and noble cause, the Stars and Stripes and the Union Jack should wave together over an Anglo-Saxon alliance."

#### EFFECTS OF CHAMBERLAIN'S SPEECH

"Chamberlain's startling speech," Hay wrote to Senator Lodge from London, "was partly due to a conversation I had with him, in which I hoped he would not let the Opposition have a monopoly of expressions of good will to America."

Hay knew also that Chamberlain did not stop at the friendliest *words* merely; because he knew—and the American public does not yet know—what took place at Manila when the preposterous Von Diederich, the German Admiral, threatened Commodore Dewey, and Chichester, the British commander, privately informed Dewey that if there were trouble the Union Jack would fight beside the Stars and Stripes. Dewey was not the man to be in-

timidated by the superior German force but he doubtless felt more comfortable after receiving Chichester's assurance. That assurance was the practical proof of Chamberlain's—that is England's—friendship for us.

Once in Washington, at the head of the Department of State, John Hay made the maintenance of the mutual good will between the United States and Great Britain the cardinal point of his policy. Secretary Hay had no thought, however, that he was conceding everything. Far from it. "All I have ever done with England," he wrote to Secretary John W. Foster, on June 23, 1900, "is to have wrung great concessions out of her with no compensation. And yet, these idiots say I'm not an American because I don't say, 'To hell with the Queen,' at every breath." There were critics, of course, who did not refrain from insinuating that he had become an Anglomaniac, "a tool of England," one of those degenerate Americans whose snobbish instincts burst forth and blossom in the atmosphere breathed by the British nobility. Even his friends, like Senator Lodge, feared at times that Hay in his desire to be friendly, and more than fair to England, saw some matters from too strictly an English point of view. But John Hay was an American through and through, and his Americanism does not require my defense or that of any one else. In his youth he spent four years at the elbow of Abraham Lincoln in whom he saw Democracy embodied, active, beneficent, indefectible. Then, after having studied the Despotisms of Napoleon III at Paris, and of Francis Joseph at Vienna, he wrote John Bigelow: "I am a Republican till I die; when we get to heaven, we can try a monarchy, perhaps."

When the Irish demagogues learned that Hay favored the English in the Boer War, they abused him as they had Lowell. If he could have spoken out then in regard to England's help to us in squelching the proposed coalition of European fleets against us in 1898, I imagine he would have said: "Since the first Irishman landed in this country till now, the Irish-Americans have never done any service to the United States comparable to this. When you have, you may abuse. Meanwhile, drop your hyphen in the only simple, loyal, patriotic way; become Americans."

No, Secretary Hay's policy was not based on a snobbish Anglomania, but on the perception that the welfare of the world depended then,

and would depend more and more, on the firmest alliance between the two great English-speaking nations. This alliance, he recognized, could never be preserved on the ground of material interest. He knew that among nations of high minded men, mere trade can never be the dominant reason for friendship or hostility. "By God!" said Commodore Tatnall, the American commander, as he steered his ship to aid the English ships which were being pounded by the Chinese forts in 1860, "blood is thicker than water." Hay knew that in origin and in essence American blood and English blood run from the same veins, the veins of men who had supported Saxon Alfred, who had demanded the Great Charter which curtailed the tyranny of the king, who had risen up and suffered martyrdom in behalf of religious freedom, comrades of Hampden and Cromwell, believers in the law of Habeas Corpus, of the Bill of Rights and of every other reform to protect the individual against oppression, and to perfect him to the utmost in his mind, body, and estate. Every drop of true American blood carries latent within it the seed of these ideals; when it is otherwise, the American Republic will cease to be, and despotism in one of its monstrous forms will take its place.

#### "THE GREAT FRIENDSHIP"

This conviction underlies Hay's international negotiations. Whatever business came up, he unconsciously or consciously judged it by its bearing on the Great Friendship, which was his ideal. So far as England went, he had the friendly coöperation of the public men whom he had known there, and of Sir Julian Pauncefote, the British Ambassador in Washington. Sir Julian was a diplomat of long training, with the manners of a man of the world, courtly, reserved, rather than effusive, and accessible to those stimuli which touch the generosity or the sportsmanlike instincts of the best Britons. Personally, Hay and he worked together in the happiest accord. Each felt that the other was an honorable gentleman, and so trusted him. I pass over many of the smaller affairs which they had to attend to together; and I come to a matter of the first importance—the negotiation of the Panama Canal Treaty.

To connect the Atlantic and Pacific Oceans by a canal had been the dream of visionaries long before the tools and apparatus existed for carrying out such a project. The obvious convenience a canal would afford to commerce

required no argument. As soon as the United States became a World Power, the need of a canal for naval and military purposes loomed up, and during the Spanish American War, when the battleship *Oregon* had to make the voyage from San Francisco round Cape Horn, everybody saw this need. In 1889 a French Company which was excavating a canal at Panama went to pieces, and for more than ten years the enterprise lay dormant, although, in the interval, another company was formed to promote the route through Nicaragua. But our position in the world had now changed so radically, that our wisest men insisted that wherever the canal were run it must belong to the United States. Before the question of ownership could be decided, however, England and the United States must come to an agreement; because in 1850, those countries had signed the Clayton-Bulwer Treaty, which gave them joint control and joint obligations over the Isthmus of Panama. Lord Salisbury, the British Prime Minister, declared his willingness to have the matter negotiated, and accordingly Secretary Hay and Ambassador Pauncefote set to work heartily.

#### GOOD WILL AND PANAMA

Hay saw in this transaction an opportunity not merely for forwarding a commercial plan of vast scope, but of welding the friendship between England and America. This to him was by far the most important aspect of the matter and if when the draft of the Treaty was published the terms seemed too unfavorable to the United States, this was owing to Secretary Hay's conviction, that almost any concessions were worth making, if they could lead to a solid and permanent bond between the two nations. Nevertheless the first Treaty was defeated by the Senate, and before the second Treaty had been discussed Pauncefote had died. From this second arrangement the objectionable features of the first were left out, and in their stead were incorporated the terms which Colonel Roosevelt, Senator Lodge and others had urged throughout—including complete control as well as ownership of the Canal by the United States, and the right of our Government to fortify it.

In all these negotiations Hay's Anglo-Saxonism, as we may call it, cropped out, and I suspect that he impressed it upon his British colleagues, so that they too began to see in it more reason and significance than they had



dreamed of. Always slow to readjust themselves to new political combinations, the English did not for a long time appraise at its true value the rising menace of Germany. Tradition imposed on them the policy of splendid isolation from meddling with the affairs of Continental Europe, except in so far as these might seem to threaten their supremacy in India. They supposed Russia to be their only dangerous European neighbor, and they therefore scarcely noted the rise in Europe of a Power which was preparing not only to dominate Europe, including Great Britain, but also to conquer the world.

#### SENSING THE GERMAN PERIL

I would not claim that Secretary Hay recognized to the full the exorbitance of the German Kaiser's ambition; but he did see the direction which German schemes were taking, and he knew from his official dealings the methods of the German Government. Their brutal seizure of Kiao-Chau and appropriation of Shan-tung disgusted him. He abominated German Frightfulness as it was rehearsed by Waldersee's troops after the Boxer Uprising in 1900. "At least we have been spared," Hay wrote privately to his friend, Mr. Henry Adams, on November 21, 1900, "the infamy of an alliance with Germany; I would rather, I think, be the dupe of China, than the chum of the Kaiser. Have you noticed how the world will take anything nowadays from a German? Bülow said yesterday in substance—'We have demanded of China everything we can think of. If we think of anything else we will demand that, and be d—d to you'—and not a man in the world kicks." Like the rest of the world in those days, Hay sometimes took the preposterous Teutonic projects somewhat derisively, as the phantasmagoria of a megalomaniac prince, who inherited the Hohenzollern taint of insanity and resorted to any means for advertising himself. Even when put forth by the slick and wily Bülow, these schemes failed to convince. And yet Hay, witnessing German expansion in many parts of the world, did not fail to ask himself what influence could in the long run successfully compete with, if not actually overthrow, the Pan-German power. Himself a confirmed Democrat, he understood the defects of Democracy, and I think it not too much to assert that he foresaw the danger which Democracy would run in any conflicts with a disciplined Militarist Autocracy. Such pondering led him

to regard an Anglo-Saxon union, not necessarily based on official compacts, but rooted in the ideals of a common race, as the world's only safeguard against Teutonic domination. This conviction caused him to regret the differences which sprang up between the English Foreign Office and Washington, in the settlement of the Alaska Boundary, in the dispute over Newfoundland fisheries, and in several other affairs of secondary moment. As he knew how ticklish Diplomacy is, so he wished to avoid even the most fleeting annoyances. In the main the two countries acted most cordially toward each other to the end. Once, however, British policy with Germany flew off at a tangent, and perplexed Hay greatly. The British Foreign Office has not yet explained this aberration publicly, and so it is not for me to disclose it.

#### CLOSING UP MINOR QUARRELS

In President Roosevelt, Secretary Hay had a strong collaborator, from the year 1901 on. The President was the clearer in seeing America's advantages. He had understood also, quite as early as Hay did, the implications of the Monroe Doctrine and the new needs and obligations which the position of World Power thrust upon the United States. Nor did he fear hurting England's feelings, when he believed that his demands were just. It was Roosevelt and not Hay, who brought to a prompt and satisfactory conclusion negotiations which had dragged on too long. Thus he hastened the solution of the Alaskan Boundary dispute by writing a private letter to an American judge, traveling abroad, whom he asked to show it, indiscreetly of course, to Mr. Chamberlain and other English statesmen. Whoever read that letter could have no doubt that the dispute must be settled at once, and settled in conformity with American rights. So also it was the President who detached England from her partnership with Germany in blockading Venezuela, and he it was who then forced the German Emperor to arbitrate his quarrel with Venezuela, unless he preferred to fight. Probably it would have been better for the peace and welfare of mankind if William II had decided to fight then, because he was certain to have been beaten; but he was too wary to risk plunging the world into war until he knew that Germany was wholly prepared, and supposed that his unsuspecting neighbors would be easy victims. The upshot of the Venezuela transaction was that the United States Government proved it-

self determined to defend the Monroe Doctrine against all comers, and that Germany having failed to land troops on American soil relied thereafter on craft instead of on force for her conquest of the American Continent.

That John Hay was right in thinking that our people must face the future hand in hand with the people of the British Empire, or that the Civilization from which both spring and by which both live would go down, had been demonstrated years before he died. Long before the Atrocious War, German officers drank their toast to "The Day" at their public banquets—"The Day" when they should destroy the British fleet and, by controlling British sea power, control the world. Years before Hay died German professors were conducting their sly and despicable propaganda from Harvard and other American Universities, and hordes of other tools of the Kaiser were at work honeycombing this country with deceit, falsehood and sedition to make smooth his path here.

#### ANGLO-SAXONISM VS. GERMANISM

Hay's belief in Anglo-Saxonism, his diplomacy which assumed that British and American friendship are indispensable, and his own character, with its staunchness and urbanity, making friendly dealings natural, were and will remain among the noteworthy factors in our national life. His attitude was prophetic. The war has taught us that there is in Central Europe a strong and populous nation which does not believe in individual rights—that it does not believe in any right, any duty, any pledge, any obligation toward other peoples; that war is the normal state of man; that the purpose of an army is to devastate and conquer neighboring countries and to carry away all the portable wealth, as the footpad holds up and robs his victim of his watch and purse.

This nation repudiates the claims of chivalry and of mercy, and even more damning than its cruelty is its deceit. At the head of this nation stands an irresponsible Autocrat who boasts that he grasps in the hollow of his hand the mind, body and soul of every creature in his Empire and whose bidding is done by Generals, Admirals, Parsons and Professors of his own

appointing. This is the nation that enslaves and carries away the conquered young men and young women to suffer privations, shame, and unspeakable outrage. Anglo-Saxonism denies the Autocrat and his system. Freedom is its pole-star. It proclaims the right of every human being to life and opportunity; and as it broadens the scope of every individual so it expects from him in return a keener sense of public duty. The nations which have been inspired by the Anglo-Saxon Ideal may have committed many grievous sins, but they have never sunk to the lowest sin of all—that of embracing the Teutonic Ideal. We call Justice, Mercy, Veracity, Honor, and Reverence for one's plighted word Anglo-Saxon Ideals, because during a thousand years they have been embodied in the Anglo-Saxon peoples, and in spite of all shortcomings they have shaped, little by little, the political and social life of those peoples. But they are no more a monopoly of the Anglo-Saxons than is the multiplication table, they belong to whoever believes in them and makes them his guide. The final product of autocracy is to convert man into a machine; the final product of democracy is to set free the soul in even the most clod-like man. For John Hay and for whoever believes as he did in democracy Abraham Lincoln and not Frederick the Great, much less William II, typifies the true guardian of civilization; the leader of mankind to a higher state than it has ever attained.

In 1900, during the Boer War, John Hay wrote to Senator Lodge deploring the apparent decadence of England as a fighting nation, and he added that if England went down and Germany and Russia made an arrangement—which the German Emperor was then plotting secretly to do—the balance would be lost for ages. Coming just at the approach of a crisis to civilization more definite than any other in history, Hay distinguished clearly between the partisans of Moloch and the partisans of Christ, and he did his utmost to promote the cause of Christ; for this, posterity will always hold him in gratitude; for this he will rank among the American statesmen whose fame lives after them.



# GREAT BRITAIN'S GENEROUS COMMERCIAL POLICY

What Freedom of Trade and Equality of Opportunity for All Merchants Have Done to  
Make Britain's Colonies a Treasure House for Britain and for the World

BY

EDWARD NEVILLE VOSE

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THE keynote of the policy that has made Great Britain the greatest and most successful colonizing nation in the world is freedom.

Throughout the British Empire the merchants of every colony are absolutely free to trade with whom they will. Even the small tariff preference in favor of the mother country that prevails in some of the colonies is of colonial origin—a self-imposed duty to show their loyalty and good will. Equally important as an element in their development and prosperity is the freedom accorded by every British colony to the capital and labor of other lands to share in its industries and enterprises. No other colonial Power has yet shown an equal spirit of liberality in this regard. As to their civil liberties the citizens of the self-governing colonies are as free as those of the United States, while in the dependencies—in most of which the mass of the population has as yet attained only a relatively low degree of civilization—the Imperial Government has granted the utmost degree of self-government consistent with the preservation of law and order. Lastly, in every part of the Empire religious tolerance is a firmly established principle of governmental policy, and no native custom or institution is in any manner interfered with unless it is detrimental to the welfare of the people themselves. It is on this broad foundation of commercial, economic, political and religious freedom that the great structure of the British Empire securely rests.

It is not contended, nor would any British publicist or statesman for a moment claim, that the present high standards of Greater Britain's colonial policy were attained without much groping and many errors. On the contrary, it is the product of a continuous evolution covering a period of nearly 350 years. Three distinct stages of this evolution may be

readily traced. The first was the period of colonization and frank exploitation which lasted almost precisely two centuries, from the formal acquisition of Newfoundland in 1583 to the recognition of the independence of the United States in 1783. In the very year that the Declaration of Independence was signed Adam Smith published "The Wealth of Nations," in which he argued against the then universally accepted Mercantile System of colonial exploitation. The revolt of the American colonies gave point to his remarks. It is not too much to say that the greatness and solidity of the British colonial empire of to-day are in a large measure due to the thoroughness with which subsequent generations of English statesmen have sought to avoid the errors of George III and his ministers.

The great lesson of 1783 was not, however, learned in a moment. For almost a century there was manifest in Great Britain's colonial policy a spirit of indecision and uncertainty. This has been aptly called the period of *laissez aller*. Many publicists urged that the colonies should be abandoned, while others accepted as axiomatic Turgot's remark that colonies were like fruit which, when ripe, fell off. Nevertheless it is a striking fact that, while these controversies were going on, responsible British statesmen both at home and abroad were quietly going ahead consolidating the nation's colonial empire, strengthening its boundaries, and even adding enormously to its extent.

No precise date can be set as terminating this period of conflicting views, but by 1880 the advocates of a Greater Britain were clearly gaining ground and the golden and diamond jubilees of Queen Victoria, in 1887 and 1897, stimulated and intensified the spirit of imperial unity to such a degree that the nation's



### THE COLONIAL SUCCESSES AND FAILURES OF THE WORLD

German colonization has aimed at ruthlessness in government and selfishness in commercial exploitation, and has been uniformly a failure. British colonization has proceeded with less system but under a higher grade of administrators, has put justice as the principle of government and equal opportunity as the principle of commerce, and has been almost everywhere a success. The map shows these colonies as they were distributed before the war



colonial policy may be looked upon as definitely settled thenceforth. Since 1897 Colonial Conferences at London have served to draw the mother country and its colonies still closer together, while the world war has demonstrated their unswerving loyalty and devotion to the great empire of which every one seems proud to be a part.

Each of the colonies inhabited principally by people of British descent has become during the last half century a self-governing and semi-independent nation. This great change has taken place without serious conflict with the mother country, which since 1897 has even fostered and promoted the spirit of self-reliance and individual initiative in these possessions, of whose greatness and prosperity she is justly proud. All these colonies, it should be noted, are in the temperate zone—the natural home of the white races. The dependencies of the British Empire, on the other hand, are situated principally within the tropics. In these lands from 80 to 99 per cent. of the population belong to the races that have inhabited them from time immemorial, for the most part colored races. It is in the dependencies that British statesmen have been confronted with the most difficult and complex colonial problems. These they have in the main triumphantly solved by the tact and skill with which they have reconciled the differences between native factions, the patience with which they have fostered native institutions and respected native customs, and the liberality with which they have granted the utmost degree of self government which the people are capable of exercising. In these widely scattered lands Greater Britain has assumed the "white man's burden" of upholding the standards of modern civilization, thereby insuring to their people peace and prosperity and opening their markets to the commerce of the world.

#### WHAT FREEDOM OF TRADE HAS DONE

Having now considered the principles that govern the colonial policy of Greater Britain, let us note briefly what this policy of commercial freedom has done for the self-governing colonies—Canada, for example. According to the census of 1911 the population of the Dominion was then 7,206,643. Of these, 97 per cent. were of European origin—of which one third were of French descent and two thirds British. This was a few thousand less than the popula-

tion of the United States in 1810, yet Canada's imports were actually greater in 1913 than those of the United States in 1880. In other words, Canada's trade was already worth as much to the other nations as that of the United States was when our population was more than fifty millions. Between 1900 and 1914 the number of passengers transported on Canadian railroads more than doubled, the volume of first class mail matter handled increased  $3\frac{1}{2}$  times and of postal money orders six times, the freight movement on the railroads of the Dominion increased three-fold and that on the canals seven-fold, while bank deposits and foreign trade increased three-fold. The railroad opening of the Canadian Northwest, financed by British capital and fostered by the joint patronage of the colonial and imperial governments, has been one of the greatest constructive achievements in the world's history. It is not surprising, in view of these evidences of progress—and the list could be extended for many pages—that the Canadians speak of the Dominion as "the country of the twentieth century," and confidently expect a population of 75,000,000 before the century's close.

On a "continent unknown and shunned by other nations" men and women of British descent have created a Commonwealth that is a republic in all but name. In Australia 97 per cent. of the inhabitants are of British origin—a much larger proportion than in Canada, where there is a considerable French element, or in South Africa where much of the white population is of Dutch descent. In Australia, moreover, colored immigration—including East Indian—is rigidly excluded, so that it is pre-eminently a white man's land. With a population of less than five millions Australia is of far greater importance to the traders of the world than China with its hundreds of millions. Not only is its per capita consumption of imports one of the highest in the world, but these consist of all the products required by the most advanced civilization.

Hence as a market the Commonwealth is of interest to every manufacturer. American wares have always been popular there, particularly our axes and saws in the pioneering days and our motor cars now. In Australia many of the public utilities are owned by the State, and upwards of \$1,100,000,000 of British capital has been lent to the colony for vari-

ous purposes. As an offset to this assistance the people of the Commonwealth have subscribed more than \$400,000,000 to the war loans that have been issued thus far. During the war it has been the policy of the Imperial Government to purchase outright the entire available surplus of wheat, wool and other leading export staples at prices considerably higher than those that prevailed before the war. The wool clip for the 1916-17 season, for example, was commandeered at 31 cents a pound—an advance of 55 per cent. over pre-war prices. As a result of this policy the colony has been exceptionally prosperous throughout the war, and the working classes and farmers have never had so much money to spend.

#### NEW ZEALAND, A WHITE MAN'S LAND

New Zealand is another white man's land, peopled with British stock exclusively—apart from the small Maori element. With a population in 1916 of 1,099,394 the Dominion has a foreign trade that would be a credit to a country ten times as large, the exports for 1916 amounting to nearly \$155 per capita and imports to \$130. It has been estimated that the private wealth of the white New Zealanders, exclusive of debts and of Government property, exceeds \$1,350,000,000, and this is distributed with remarkable equality. There are no colossal fortunes, while the great bulk of the population enjoys a modest competence. There are upwards of 116,000 distinct land holdings, showing that the majority of the citizens in the four large towns own their homes and the majority of the ruralists their farms. The Imperial Government, as in Australia, has purchased the chief export staples of the Dominion during the war, resulting in an increase in bank deposits of nearly 50 per cent. from 1914 to 1916—a convincing evidence of the general prosperity.

The formation of the Union of South Africa in 1910 signalized the final attainment of the goal for which Cecil Rhodes had worked all his life, the unfinished task of that great empire builder being carried forward to successful completion by Lord Milner. In the stormy history of South Africa both Britons and Boers made many mistakes, but in the period of reconstruction following the Boer War the British policy proved so magnanimous and just that the two formerly hostile races have since lived in complete accord. In the present war the Boers have not only been completely loyal to the Empire, but the Premier of the Union,

General Louis Botha, is himself a Boer and has fought as gallantly in behalf of the Empire as he did in the earlier conflict against it. Economically the British have done as much for South Africa in proportion to its white population—for of the six million inhabitants of the Union only a fourth are white—as for any of the other three self-governing colonies. The country has an excellent system of railroads and four well-equipped seaports. The gold and diamond mines represent the last word in the skilful investment of capital in large undertakings, while steady progress is being made in developing the other natural resources of the region and making the most of its agricultural and pastoral possibilities.

#### THE TREASURES OF INDIA

In proceeding to consider what the British colonial policy of commercial freedom has done for the numerous dependencies of the Empire one naturally begins with India. It is as mistress of India that the greatness of England is measured by other nations, and it is in India alone that the title of the British sovereign is emperor. To India British rule has brought security, justice, religious freedom, and the repression of all religious conflicts, together with a vast material progress made possible by the substitution of law and order for the medieval anarchy that preceded it. It has literally created the great seaports of Bombay, Calcutta, and Madras. The increase in India's imports in the last half century from one hundred to six hundred million dollars is not, perhaps, a sure index of progress, since to some extent it represents the decay of native industries, but in recent years there has been an industrial renaissance along modern lines. While the markets of India are free to all the world, more than two thirds of the imports come from the United Kingdom or from other parts of the empire. This is because the great trading houses have hitherto been chiefly English, while the 150 languages spoken on the peninsula serve as a bar to any direct exchange between manufacturer and consumer. At present there is a tendency, encouraged by the governing authorities, for strong native houses to take over a share in the foreign trade. These are inclined to buy wherever they can do so most advantageously, and there seems to be no disposition on the part of the Government to restrict in any way their freedom in this respect.

In Ceylon the achievements under British



rule have been less spectacular than in India, but the progress has been none the less substantial and permanent. The island was for 150 years under the rule of the Portuguese, and for an equal period under the Dutch, but neither left any trace—either in the form of permanent improvements, or in elevating the standards of native civilization. The English in 120 years have accomplished much of permanent value, despite the fact that the European population (principally British) is less than eight thousand in a total of nearly four millions. Colombo is to-day a fine modern port where, prior to the war, more than fifteen million tons of shipping entered and cleared annually. It is one of the maritime junction points of the Far East. Under British guidance more than 3,000 miles of fine highways have been constructed and some 700 miles of railroads. In the seventies Ceylon was a great coffee growing country, but disease killed the trees. Cinchona was then tried, but failed to do well, while the price of quinine fell in the world's markets. The island was jestingly likened to Westminster Abbey, as "the grave of many a British sovereign." The planters, however, with indomitable pluck, next tried tea raising and finally scored a brilliant and lasting success. Tea is now the island's principal export staple. Another notable success in tropical agriculture is the cultivation of rubber, first tried in Ceylon and now extending to many other localities. Rubber ranks as the island's second export staple. The people are prosperous and seem contented under British rule, which gives them a degree of justice and tranquility they never enjoyed before.

#### THE MIRACLE OF HONG-KONG

Hong-Kong affords one of the most striking examples of the effects of British rule. When the island was ceded to Great Britain by China in 1842 it had a population of about five thousand, "made up of pirates, fishermen, farmers, and granite workers living in huts made of baked-mud bricks and holding no intercourse with the outside world beyond Canton." This is the picture that Alleyne Ireland contrasts with the Hong-Kong of to-day. It now has a population of nearly 500,000, "a fine city for its capital, splendid roads, schools, churches, banks, hospitals, clubs, hotels, newspapers, electric light, tram cars, while it is connected with the outside world by cable and by the most extensive system of steamship

lines converging at any single port in the world." This amazing record of growth is due to the fact that Hong-Kong is a free port and serves as the gateway between the teeming millions of South China and the rest of the world. Barely two per cent. of the population is European, 97 per cent. being Chinese and the remainder Asiatics of other races, yet the English administration of the colony has been so successful as to be cited by many writers as an object lesson of white man's work in the tropics.

Singapore is another noteworthy example of British colonial statesmanship. First occupied in 1819 by Sir T. Stamford Raffles, who clearly perceived its strategic importance, it was made a free port and at once became one of the greatest distributing centres for maritime traffic in the Orient. Originally a place of no commercial importance, port statistics prior to the present war showed an average of more than ten thousand merchant vessels and twenty thousand native craft clearing annually, with a tonnage of over twelve million for the former and upward of 800,000 for the latter. It is the trade centre for the whole of the Malay Peninsula, Siam, the southern provinces of French Indo-China and the entire Malay Archipelago. Its exports in 1914 amounted to \$189,500,000 and imports to \$222,000,000, and in this vast traffic the vessels of all nations were free to participate. Before its establishment the Straits of Malacca and adjacent waters were the haunt of the boldest pirates that ever menaced merchant shipping, whereas for the last forty years these seas have been as safe as Long Island Sound or the British Channel.

#### MALAYSIA REDEEMED

The Federated Malay States afford another interesting study of constructive achievement. As a result of the perpetual quarrels of the native states conditions in this region in the early seventies were bordering on anarchy. By appealing to the self interest of the local chiefs Sir Andrew Clarke was able to establish a system of oversight and control through British Residents, the results of which were thus described by a contemporary French observer, M. de la Croix:

The old state of things, exclusively feudal and tyrannical, has given place to a *régime* of justice and liberty in conformity with our social ideas. Piracy has been suppressed, slavery has been abol-

ished. . . . Schools have been everywhere established, spreading instruction among the native classes. . . . We shall see that the civilized world has only to be proud of the initiative taken by England in the Malay Peninsula. She has opened new and rich regions, established a solid government which assures complete security and gives the heartiest welcome to all well-meaning workers, whatever their nationality, and gives them the support and encouragement which one meets with in all English colonies.

The work thus admirably begun was carried still further by Sir Frank Swettenham, another of England's great pro-consuls, with the result that the Federated Malay States now have some 2,000 miles of metalled roads and 600 miles of railroad, while the foreign trade of the four Federated States, which amounted to barely \$1,500,000 under native rule, now exceeds \$110,000,000 annually.

In East Africa British colonial enterprise has accomplished a transformation that is surprising to those who have not followed African developments closely. As a result of the construction of the \$28,000,000 Uganda Railway from the port of Mombasa to Lake Victoria the commerce of this region, peopled almost entirely by blacks who were utter savages when Sir Henry Stanley discovered them less than a generation ago, has increased with great rapidity. Imports in 1914—the last before the war dislocated world trade generally—showed a gain of 19 per cent. over that of 1913, which in turn was 49 per cent. greater than 1912. Towns are springing up bearing native names but buying the manufactures of Europe and America in wide variety, with electric lights and modern stores, and showing every evidence of a sound and enduring progress toward civilization.

#### OUR NEIGHBORS, THE WEST INDIES

These examples of the work that Greater Britain has been doing for its dependencies by its policy of freedom must suffice, for the complete list would fill a volume. The instances cited are typical, although naturally the material progress achieved has not been equally marked everywhere. In the British West Indies, for example, various economic factors have in former years retarded the commercial growth of communities depending upon sugar as the chief basis of their prosperity. The war has reversed this situation and sugar

planters just now are enjoying a brief return to the good times that prevailed before continental beet sugar with its bounties deprived them of their best markets and forced prices down to the very margin of existence. Throughout her West Indian possessions Greater Britain has given the colonists good roads, railroads, in the larger islands admirable public schools, churches, hospitals, newspapers, electric lights and a considerable measure of self government. The freedom of trade permitted cannot be better illustrated than by stating the percentage of the imports supplied by the United States in each of these possessions just before the war:

|                               |      |           |
|-------------------------------|------|-----------|
| Bermuda . . . . .             | 57   | per cent. |
| Bahamas . . . . .             | 71.5 | " "       |
| Jamaica . . . . .             | 46.8 | " "       |
| Turks and Caicos Is. . . . .  | 60.6 | " "       |
| Leeward Islands . . . . .     | 32.2 | " "       |
| Windward Islands . . . . .    | 45   | " "       |
| Barbados . . . . .            | 28.2 | " "       |
| Trinidad and Tobago . . . . . | 28.8 | " "       |

British private enterprise has done even more toward building up the colonial empire of Greater Britain than the Government. There are, in the first place, the hundreds of steamship lines, without which the very maintenance of colonies oversea would be impossible. Then there are the powerful colonial banking corporations with their hundreds of branches in the cities and market towns of their respective territories. These afford the machinery for extending credit to traders, for investing British capital in colonial enterprises and for financing the requirements of the colonies and dependencies generally. Next come the thousands of colonial mercantile houses, with stately head offices at London and branches in anywhere from one to a score of colonial cities. Lastly, there are still other thousands of development enterprises—railroad companies, tramway and electric lighting companies, mining companies, rubber companies, sugar companies, and companies engaged in raising all kinds of agricultural staples in a thousand localities. It is through these channels that the British manufacturer develops his colonial markets and the British capitalist makes his colonial investments. It is to this intelligent and sustained support of the business men at home that the success of Greater Britain's colonial policy is largely due.



# THE BRITISH-AMERICAN ADVENTURES TOWARD LIBERTY

How the British Fleet Three Times Kept Autocracy Out of the Mississippi Valley—  
Jefferson's Wish for an Alliance with England to Safeguard Liberty—How Na-  
poleon III and the Kaiser Revived the Ideas of Napoleon I and the Holy  
Alliance and Found England Still Coöperating with the United States

BY

RALPH W. PAGE

THE serious discussion of our relations with Great Britain in the advance toward democracy in comparison with that of any other country on earth is, to a descendant of the Rev-

olution, almost an absurdity. To retail what we actually owe Great Britain would be like the endless narrative of the Scotchman giving credit to his father that he was not a Mohammedan, or black, or that he didn't wear a pig-tail or talk Choc-taw. For the great body of Americans—the larger part of those descended from the original stock which formed the Union—are of British descent, and our political and social ideals are of British origin.

For this fact we are not under obligation to Great Britain, perhaps. But the Irish and the Germans to the contrary notwithstanding, our ideals, our sympathies, our morals, our religion, our prejudices, our viewpoint, our virtues and our vices are of British origin. This

is a plain matter of fact. Our stories and history, traditions, songs, hymns, laws, and our love of liberty are the product of the British mind. Any one doubting that our very conceptions of right and wrong, our notions of fair

play, of humor, justice, sport, even expressions of emotions and actions are British, let him try to tell what they are in any other country under the sun. If he is an American born in the United States he cannot do it. He cannot think like Germans. Not to save his life. He doesn't understand them. He may study up the doctrine of blood and iron and try to master it intellectually; but by himself he couldn't have conceived it. He has inherited or been trained in the atmosphere

Thomas Jefferson's Advice to President Monroe Concerning the Announcement of the Monroe Doctrine

*"The question presented by the letters you have sent me is the most momentous which has ever been offered to my contemplation since that of independence. That made us a nation; this sets our compass and points the course which we are to steer through the ocean of time opening on us. . . . America, North and South, has a set of interests distinct from those of Europe. She should, therefore, have a system of her own, separate and apart from that of Europe. While the last is laboring to become the domicile of despotism, our endeavor should surely be to make our hemisphere that of freedom.*

*"One nation, most of all, could disturb us in this pursuit; she now offers to lead, aid, and accompany us in it. By acceding to her proposition, we detach her from the bands, bring her mighty weight into the scale of free government, and emancipate a continent at one stroke which might otherwise linger long in doubt and difficulty. Great Britain is the one nation which can do us the most harm of any one, or all on earth; and with her on our side we need not fear the whole world. With her, then, we should most sedulously cherish a cordial friendship, and nothing would tend more to knit our affections than to be fighting once more, side by side, in the same cause."*

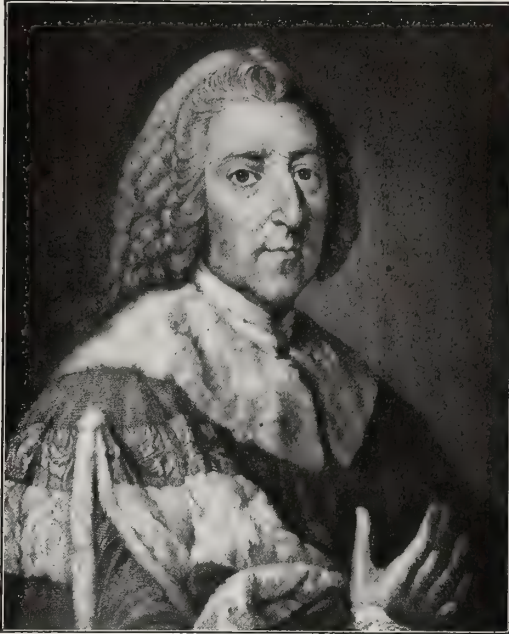
of the British mind, or, calling it what you like, it is the mind bred of five centuries of struggle for freedom in the British Isles with two centuries of struggle here. This fact, then, we do not put into the category of debts. But



AMERICAN TROOPS IN THE WAR FOR DEMOCRACY PASSING THE CRADLE OF FREE INSTITUTIONS

The British Parliament, in which was born representative government, for the first time in its history passed by regiments from across the Atlantic on their way to the battlefields of Europe to do their part in making the world free for democracy—a proof that while we have no concern in other affairs in Europe, in the defense of liberty the American Army and Navy is as omnipresent as the British fleet





WILLIAM PITT

The great commoner, who conducted the Seven Years' War, the first struggle between autocracy and free institutions for the Mississippi Valley in which England and the American Colonies drove the soldiers of the French king from the American continent. Pitt fought not only foreign autocracy but British autocracy as well; for, recognizing the colonial opposition to King George III as a fight for liberty, he said in Parliament: "I rejoice that America has resisted. . . . If ever this nation should have a tyrant for a king, six millions of freemen, so dead to all the feelings of liberty as voluntarily to submit to be slaves, would be fit instruments to make slaves of the rest"



THE DUKE OF ROCKINGHAM

One of the group of British statesmen believing in free institutions who took over the control of the British Government when the surrender of Yorktown finally forced the fact home to King George and his following that not only had he failed to limit the rights and freedom of the colonists but, in trying to do so, he had lost them as colonists. The king, moreover, had lost control of his own Government into the hands of men who sympathized with the colonists—their sympathy found utterance in Parliament and even in his own household—and who were firm and powerful enough to put him within proper constitutional limitations from which neither he nor any of his successors have ever emerged

we are proud of our origin and our history all the way back, and of our race.

The United States of America is an independent World Power, not only a congregation of people. And this power is an immense co-operative company dedicated to the proposition of freedom from political, personal, or intellectual slavery. And as a corporate body it has had its struggle in a world swayed by many evil and hostile as well as ignorant and misguided forces. It has had its existence to defend, its noble aspirations to fulfil, as well as its material and not always ideal ambitions to satisfy.

In an international crisis threatening the very existence of complete civilization, if not races, in which we as a people and a government are called upon to take part, it is a question of the utmost importance for us to know not only who our relatives are and where we got our

notions, but what countries have in the past threatened, and what countries defended, the ideals and the territory we are here to maintain. It is to these last that we shall have to look for comfort in the show-down coming. And by virtue of the very standards of conduct that we profess it is to them that we owe our utmost assistance in time of need. Active national gratitude is a virtue hitherto unknown. But until recently so was good faith and frankness and forbearance. If the principle enunciated by Roosevelt that in international affairs the United States will act precisely as a strong and honorable man does in private life, and maintained by Wilson in his patient, unselfish, and just attitude toward all mankind—if this principle has any real meaning and value, it signifies the advent of an entirely new era in the realm of diplomacy. If this is a living force, gratitude has its place beside self-



GEORGE III

The last king of England who tried to maintain autocracy. The battle-ground he chose was the American Colonies. He not only found opposition there in arms but such opposition at home among the liberal elements which recognized the struggle as one for liberty that he was unable to raise armies in England and had to hire Hessians and had to put up with public rejoicing even in the House of Commons over his defeats in America. The success of the Revolution was accompanied and helped by the success of the liberal-minded in England, and the independence of the Colonies was marked also by the end of the king's effort to restore the "royal prerogative" in England.



COUNT DE VERGENNES

The able minister of Louis XVI who worked assiduously against the rising tide of republicanism. He was willing to aid the rebellious colonies of the most liberal country in Europe to independence, but he had so little sympathy with democracy that he wished to limit the United States to the seaboard and to establish colonies under the autocratic rule of France and Spain in the Mississippi Valley and farther west to prevent the growth of free institutions. He proposed this plan to England, but what might have appealed to George III did not appeal to the British ministers who had succeeded in reducing monarchy to its constitutional limits.

interest in determining the course of our actions. It is my purpose to examine the record and disclose exactly what part the British people and Government have played in our own national development, and the actual influence they have exerted upon our struggle for stable existence and progress in democracy. In doing this I shall stick to the historical drama and disregard some of the subtle and powerful forces that have moulded our life. Yet it remains true, that in all probability a few simple heartfelt traditions, memories, and ties such as the Knights of the Round Table, the courage of Richard Coeur de Lion, and the homilies of Lord Bacon have had more to do with our life, liberty, and conceptions of happiness than all the wars and alarms, ultimatums, and high counsels of state, to be found in the library.

For instance: I know a boy whose entire

stock of historical information on the relations between the United States and Great Britain consists of these alleged facts: That Major Pitcairn used contemptuous expressions regarding his ancestors while he stirred the punch in Lexington. That Andrew Jackson refused to black the dirty boots of a British tyrant. That we licked the English twice and would do it again for two cents, or any other reason.

And yet he knocked down a perfectly well-behaved Bavarian in a barber-shop for expressing his opinion that England would be invaded. His heart and soul were on fire. His life was saturated with the pride and splendor of a conception he had found in these lines, when first he learned to read:

And ever upon the topmost roof the banner of England blew.

You could tell him all you pleased about the



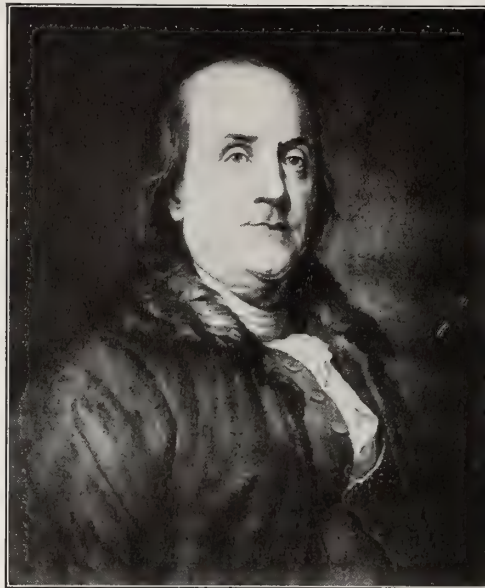
Battle of Bunker Hill and the cunning villainy of Lord North. But he will not release his ownership of the Black Watch at Waterloo, or his inheritance of the sea, handed him from his cradle in the ballads of the fleet. The long bowmen of Agincourt and the Light Brigade at Balaclava belong to him, with Little John and the Black Prince. This is the stuff that we are made of.

To the serious student of our government and to the statesmen whose privilege it has been to mould its course, the outstanding fact of all our history has been that the Nation was founded for the express purpose of maintaining those rights which our forefathers claimed as Englishmen. They conceived that their inheritance included Magna Charta, the bill of rights, and the writ of habeas corpus. That a thousand years of battle for independence of personal action, liberty of conscience, and freedom of speech conducted by their forebears and witnessed by the Reformation and the flight of the Stuarts, and the collapse of the royal prerogative and the divine right of kings, belonged as much to them as to their brethren overseas. It was in order to put into practice in America the selfsame principles that Chatham and Pitt announced as the cornerstone of British existence that the minute men lined the Lexington highway. The United States became the champion of British liberty, having no greater or different aim than the exercise of the inherent rights of the Anglo-Saxon race, the pursuit of a common ideal, based upon the common law, and six centuries of conflict with arbitrary power culminating in the challenge of Burke,

and the ultimatum of no taxation without representation.

A careful survey of our state documents reveals one striking fact at the outset. This is that without exception those countries which have had liberal and parliamentary governments have ever regarded us with favor. And it is equally true that not only have we never been attacked by such, but there never has been the slightest inclination on the part of any one of them to challenge either our supremacy in this hemisphere or the principles of our system of government. This is the more emphasized by the fact that the attitude of the rulers of the selfsame countries have changed from friendly to hostile as the control passed from republican to royal hands. It is not a new or whimsical notion, this aversion we have for kings. Nor, as we shall see, is a crafty, long-planned, and treacherous scheme to undermine all liberal government and seize upon the golden wastes of America to add a diadem to an autocratic crown a novelty.

Even before we became an independent nation the spread of free institutions into the interior of this continent was threatened. Louis XIV meant to extend his autocratic sway over the region of the Mississippi. Pitt, on the other hand, believed in colonies of freemen as opposed to the colonial system of the European monarchies. When he took the reins of government the war in America was to settle the fate of the continent—whether the great interior of America was to become a feudal colony of the French king or commonwealths of freemen. The fall of Quebec ended the menace



BENJAMIN FRANKLIN

The first citizen of his time, in whom the liberal leaders of France, England, and America had complete confidence. During the Revolution he was in regular correspondence with the British liberals in Parliament—Shelburne, Rockingham, Burke, etc.—and when they came into power they were in such close accord with his views that when Vergennes, the minister of Louis XVI, tried to limit the United States to the country east of the Alleghanies (the second attempt of autocracy to control the Mississippi Valley) he counted on British support against our former allies and received it, so that the Treaty of Versailles gave the United States not only the seaboard but the Northwest Territory

of the French king for the time and the free institutions controlled the continent. This was the first round in the struggle to extend freedom to the Mississippi Valley. But the king of England did not understand either England or America and began his long and disastrous effort to build up the "royal prerogative." The means he tried was the Stamp Act.

"It is the glory of England," says our great historian Bancroft, "that the rightfulness of the Stamp Act was in England itself a subject of dispute. It could have been nowhere else. The king of France taxed the French colonies as a matter of course; the king of Spain collected a revenue by his own will in Mexico and Peru, in Cuba and Porto Rico, and wherever he ruled; the States General of the Netherlands had no constitutional scruples about imposing duties on their outlying possessions. To England exclusively belongs the honor that between her and her colonies the question of right could arise; it is still more to her glory, as well as to her happiness and freedom, that on that contest her success was not possible. Her principles, her traditions, her liberty, her constitution, all forbade that arbitrary rule should become her characteristic."

In the struggle between freedom and the king business the revolutionists in the colonies and the supporters of liberty in England fought King George, the colonists on the field of battle and the English in Parliament.

When America refused to submit to the Stamp Tax in 1766, Pitt rose in the House of Commons and said:

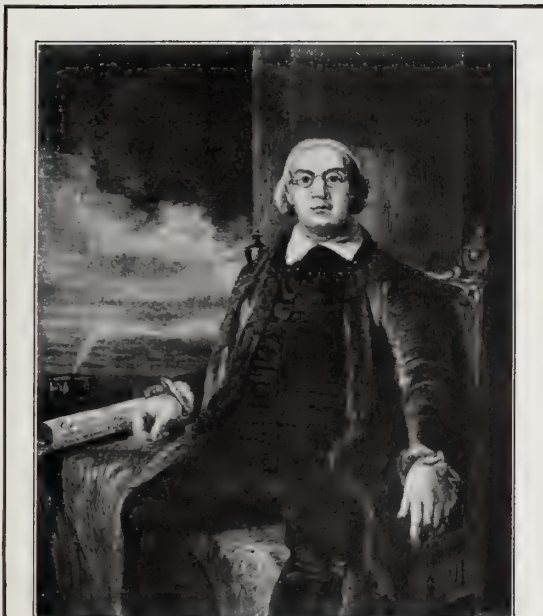
"I rejoice that America has resisted. . . .

If ever this nation should have a tyrant for a king, six millions of freemen, so dead to all the feelings of liberty as voluntarily to submit to be slaves, would be fit instruments to make slaves of the rest."

If King George III of Hanover had had the united support of all Englishmen, and if his ideals were those unanimously held on the British Isles, our adventures toward democracy with the English would have ended in 1775. Ignorant of the stormy history, sturdy character, and stubborn independence of the men he intended to subdue, King George undertook to strengthen the arbitrary power and the "royal prerogative" of the House of Hanover.

He struck a snag in the military ability of George Washington and the French Alliance. But what scuttled his ship were his subjects at home. When King George failed in his designs to insure the royal power the colonies had their independence and the British had ended the last attempt of a British king to become an autocrat.

These simple, undeniable facts absolutely change out of recognition the popular conception of the Revolution. This is of enormous importance in considering our relations with the English. If it had been true that the people of Britain were of a mind to enslave the American Colonies, and had attacked them with all their might upon their rebellion, there would not only be a great gulf between them now, but independence would not have been accomplished as it was. And if the British nation had been united against us, even after a successful war, our diplomacy would not have been able to form a state of



DAVID HARTLEY

Who signed the Treaty of Versailles in 1783 for Great Britain. Hartley and his predecessor in the negotiations, Richard Oswald, were not officers of the Government, their chief qualifications as British plenipotentiaries being that they sympathized with the struggle made by the colonies for political liberty, and that Oswald in particular, who had put up \$250,000 as bail for the American, Henry Laurens, who was imprisoned as a rebel, had long been a friend of Franklin, the chief American plenipotentiary. Oswald and Hartley belonged to the party that had opposed the king of England; Franklin, Adams, and Jay belonged to the party that had fought him in the colonies. Both were agreed on the fundamental belief in free institutions



the consequence and promise of the American union in 1783.

These facts are the A. B. C. of real history.

In his attempt to turn the overwhelming power of the British Empire against America, King George failed miserably and utterly. All attempts to raise volunteers to fight us raised nothing but jeers. In the face of great popular support for the Colonies throughout the British Isles, voiced openly and violently, not only in tavern and highway, but unanimously by the strongest minds in the kingdom, and finding utterance in Parliament and even in his own household, he was powerless to conscript armies. He was confined in his military operations to such mercenaries as he could hire in Germany and the professional army under his orders at the beginning of the trouble. Nor was he able to count fully on the professional army. A great many of the best officers, some of them sons of the greatest families in the Empire, refused to serve. It was thoroughly understood by many in England that George Washington was fighting one of the great chain of battles that have marked the progress of civil liberty in the Anglo-Saxon world. The fall of Yorktown marked the fall of George III. Control of events passed from his hands into the hands of British ministers whose convictions were one with those of Hamilton, Adams, and Benjamin Franklin. And this explains the unique circumstances under which the peace was concluded. An understanding was reached upon a basis of mutual confidence and fair dealing that has had no parallel in the history

of the world. The astounding spectacle was presented to the amazed courts of Europe of the great Empire of Great Britain sending as peace commissioner to Paris a private gentleman, Richard Oswald, who had placed his fortune at the disposal of the rebellious Colonies, and whose only qualification, as stated by Lord Shelburne, was that he was an intimate and trusted friend of Benjamin Franklin. Moreover, Shelburne wrote Franklin that if Richard Oswald wouldn't do, to let him know who would. Oswald, and later David Hartley, another confidante of Franklin and champion of the Colonies, concluded the negotiations.

It was as well for the infant republic that Shelburne and Pitt and Fox and Rockingham believed in its destiny and sympathized with its ideals. These hailed the coming expansion and power of an American democracy. Their avowed policy was to yield the utmost, that the United States might be friendly to the mother country without fear or complaint; and to give it every encouragement to grow powerful and great, against the time

when every son of William the Norman and Harold the Saxon should face the final struggle with autocracy. The cause of liberty to-day is reaping the benefit of the coöperation of the two countries in its defense. In the great councils of Europe where the world was being partitioned, those dark days of 1783, it was the support of the liberals in Europe that made us a nation instead of a sea-coast province.

The king of France, through his minister, Vergennes, and the king of Spain, our allies in



THE ACME OF AUTOCRACY

Napoleon intended to conquer not only Europe but America as well. In 1800, having forced Spain to give him Louisiana, and having established a base in Santo Domingo, he prepared an army under Marshal Victor to land at New Orleans and take the interior (the third attempt of autocracy on the Mississippi Valley). Rule by representative bodies he disliked as hostile to his designs and despised as "the rule of chatter," and he expected little difficulty from the United States, which at that time had almost no army or navy. But the expedition never started because, as he told his brother, "the English, who have seen the colony (Louisiana) given back to us with great displeasure, are aching for a chance to capture it, and it will be their first *coup de main* in case of war"

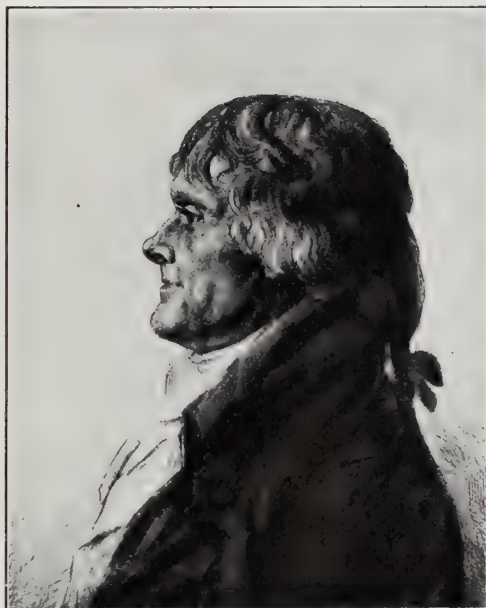
the fight against King George, had no intention of making a free giant out of a rebellious pigmy. They proposed to England that, now the squabble was over, the kings had better divide the spoils. Their purpose was definitely expressed. It would be very dangerous to leave room for the expansion of such heretic and liberal nonsense as the Declaration of Independence. These two Powers would support England in keeping the land between the Great Lakes and the Ohio west of the Alleghanies. Spain was to have the rest to the Gulf of Mexico. The thirteen states could remain thirteen to the day of judgment. They proposed to limit free institutions to the seacoast by a bargain as France had tried to limit them earlier by force of arms. This was the second effort of autocracy to limit free territory in America.

Against such a proposition we were ill-prepared to cope.

That is, if the English had in fact been of a hostile mind. But the forces which to-day have brought into brilliant relief the irreconcilable difference between nations of free people and dynasties of governed slaves had germinated sufficiently in the English mind then for them to prefer an unlimited America to any extension of Bourbon power. The consequence was that Benjamin Franklin—in whose integrity and justice they had the most implicit faith—was practically allowed to write his own terms. And these gave to the United States the Northwest Territory and the basin of the Ohio River to the Mississippi, without which the marvelous expansion of the Colonies into the present World Power would have been impossible.

Within twenty years the Republic again came face to face with arbitrary autocratic power in command of the familiar formidable military organization, bent upon conquest.

There is something so magnificent, almost sublime, about the figure of the one real superman of the era, that it is impossible to regard him with the contempt and horror which is meted by the Christian world to the rest of the cruel and sordid crew whose creed of might and murder has served their ambitions to stain the world with blood and hatred. Nevertheless, Napoleon Bonaparte, for all his superlative imagination and magnetism, was the supreme champion and example of the military dictator and the absolute tyrant. His contempt for popular assemblies and the voice of the people knew no bounds. And as for the United States—well, his consideration for its feelings and his ideas of its power can be found in the Kaiser's words—that a debating society cannot wage war. "The reign of chatter," Napoleon called it. His unbounded ambition conceived the plan of establishing a province in America to curb this



NAPOLEON'S ANTAGONIST

Thomas Jefferson, the acme of democracy, and an avowed pacifist, when confronted with Napoleon's intention to take Louisiana and plant the standard of autocracy in the great valley of America, instructed the American minister in Paris that if this was carried out to go to London and invite the help of the British fleet to protect Louisiana. As an alternative to this British-American alliance he gave Napoleon the opportunity to sell Louisiana and sent James Monroe as a special representative to make the bargain. Under the pressure of this arrangement Napoleon gave up his plan of conquest and sold Louisiana to the United States for 15 million dollars; for, as he said: "It is certainly worth while to sell when you can what you are certain to lose." So ended the third attempt of autocracy on the Mississippi Valley

insolent Democracy, whose very existence was a challenge to his will, and to add to the splendor of his reign and the glory of his arms. He acted with his invariable precision and rapidity. By real threats and false promises he wrenched from Spain the great Middle West from the Mississippi to the Rockies, from Canada to the Rio Grande, and the whole coast of the Gulf of Mexico, including the city of New Orleans, that one gate to the richest river basin in the world.





HENRY ADDINGTON

The Prime Minister of Great Britain in 1803, who informed our minister in London that, in case of war with France, Great Britain would take and hold New Orleans *for the United States*. Napoleon and Jefferson were both correct in the belief that the United States could count upon the assistance of the British fleet

He ordered his Minister of Marine to present him with a complete plan of conquest and government, with maps and charts, and details of fortifications and manœuvres; and ordered out the combined fleets of France and Spain to convoy Marshal Victor of the "terrible regiment" and a legion of his invincible army to the shores of Louisiana. Here was the third attempt of autocracy to bound free institutions by the Alleghanies.

Let no American be deceived by the powers of minute men and heroic patriots. This was no Lord Howe or Hessian Brigade. Soldiers the equal of these in training and leadership had never come against us. They were directed by transcendent military genius.

Thomas Jefferson, an avowed pacifist, was President. His fleet consisted of a few frigates in dry-dock, his army of a corporal's guard. However, he cherished no delusion that he could meet this doom with a "million men springing to arms" or an arbitration treaty or an olive branch. One ambassador had informed him that the First Consul discussed nothing. He ordered.

And yet Thomas Jefferson checkmated Napoleon Bonaparte. He met threat with threat, force with a greater force: he threatened Napoleon with the British Navy.

Remember that France and Great Britain were then at peace. If Great Britain harbored any ill-will, or were even indifferent, toward the United States, all it had to do in order to see Napoleon's energies directed out of Europe to America was to produce that virtuous neutrality so recently extolled.

Three documents extant tell the story. One is the report from London made by our minister at the Court of St. James's. It bears the assurance from Addington, the British Prime Minister, that in case of war Great Britain would take and hold New Orleans *for the United States*.

The second is Jefferson's prophetic and far-reaching dispatch to Robert R. Livingston in Paris. In part it said:

"The day that France takes possession of New Orleans, we must marry ourselves to the British fleet and nation. We must turn all our attention to a maritime force . . . and, having formed and connected together with a Power which may render reinforcements of her settlement here impossible to France, make the first cannon which shall be fired in Europe be signal for the tearing up of any settlement she may have made, and for holding the two continents of America in sequestration for the common purposes of the United British and American nations." And he added that unless Napoleon settled the matter in peace, the minister was at once to repair to England and "invite its concurrence in the war." As an alternative to this Napoleon was invited to sell his Louisiana.

In case there remains any doubt to whom the credit of this salvation belongs, let us quote the third document, the historic statement made by Napoleon when he announced his intention to sell Louisiana.

"It is certainly worth while," he said, "to sell when you can what you are certain to lose. For the English, who have seen the colony given back to us with great displeasure, are aching for a chance to capture it, and it will be their first *coup-de-main* in case of war.

"You see our land forces have fought and will fight victoriously against all Europe. But as to the sea, my dear fellow, you must know that there we have to lower the flag—we and all the Powers of the continent. America per-

haps some day—but I'll not talk of that. The English navy is and long will be too dominant; we shall not equal it."

Later, in 1812, when we declared war on England, Napoleon was as eager for us to break the power of the British fleet and establish the "freedom of the seas" as the Kaiser has been in this war and for the same reason. Such action would then, as now, have been the greatest possible aid to autocracy, and as men of the South can now be glad that the Confederacy was not victorious in the Civil War, all Americans can be glad that our fighting frigates of 1812 did not seriously interfere with the British in their great contest for freedom and against Napoleon and autocracy.

This obvious fact, of course, is not an excuse



PRINCE METTERNICH

The chief minister of the Emperor of Austria (1822) and the moving spirit of the Holy Alliance, a union of the autocratic rulers of Europe against democracy. The First Article of its agreement reads: "The high contracting Powers, being convinced that the system of representative government is equally as incompatible with the monarchical principle as the maxim of sovereignty of the people with the Divine right, engage mutually, in the most solemn manner, to use all their efforts to put an end to the system of representative governments, in whatever country it may exist in Europe, and to prevent its being introduced in those countries where it is not yet known." One project of the alliance was the restoration of autocratic rule in the revolted colonies of Spain in South America, and after that all signs pointed to an attack on the United States



THE DUKE OF WELLINGTON

When he returned from the Peninsula with his 100,000 victorious veterans he was urged to take his army against the United States and wrest from it the Northwest Territory. He answered that the Americans were entitled to their boundaries, and practically at his command Great Britain made the peace that ended the war of 1812 on that basis. In 1822 he was the British representative at the Congress of Verona, and when the plan of the Holy Alliance to reconquer the revolted Spanish colonies in America was broached he showed Great Britain's hostility to the scheme by getting up and leaving the council

for the ancient and dishonorable practice of impressing seamen from American boats which prevailed at that time in the Royal Navy. Contrary to the popular notion, however, this barbarity was not the principal cause of the war of 1812. This was brought about by the fight to the finish which England had taken up against Napoleon. Both parties issued decrees absolutely forbidding any one to trade with the other. Paper blockades they are called. Napoleon's were the worse and moreover were concealed behind a solid tissue of lies and subterfuges. But by virtue of her triumphant fleet England's was the more effective. In a great many respects the situation, physical, moral, and political, was the same we witnessed in 1914. We protested impartially to both parties—the despot seeking to crush the world



to his will, and our kinsmen, then as now holding the last trench in defense of democracy, with the difference that this time the British case had been better handled than it was then. Napoleon had no submarine to define the issue. And regardless of the merits of the fight, we joined the dictator in fury at the mistress of the sea. Technically we were justified. But it certainly cannot be said that we were attacked. Or that we were fighting for democracy. Or that we won. At the end of this "second licking" we gave England, Napoleon was banished to Elba, the English Navy, in its prime, was just one hundred times as strong as our brave little flotilla, and the Duke of Wellington was home in triumph from the Peninsular campaign with 100,000 veterans.

The peace negotiations tell the same story. The jingoes in England suggested that now the Iron Duke should take his army and wring the Northwest Territory from the Americans. Certainly, if he chose to try, the United States was in deadly peril. Not only did he not choose to do so, but he is on record as saying that the United States were entitled to their boundaries and to an honorable peace. And at his command the Treaty was signed, giving us just what we had before, *and without even any mention of a single one of the items for which we went to war.*

I emphasize this, not in order to detract from the everlasting glory of "Old Hickory's" subsequent phenomenal exploit at New Orleans, or the amazing performance of the frigate *Constitution* whose daring advent on the ocean marked, as Charles Francis Adams says, the birth of a World Power; but to show how we actually obtained the abatement of the abuses

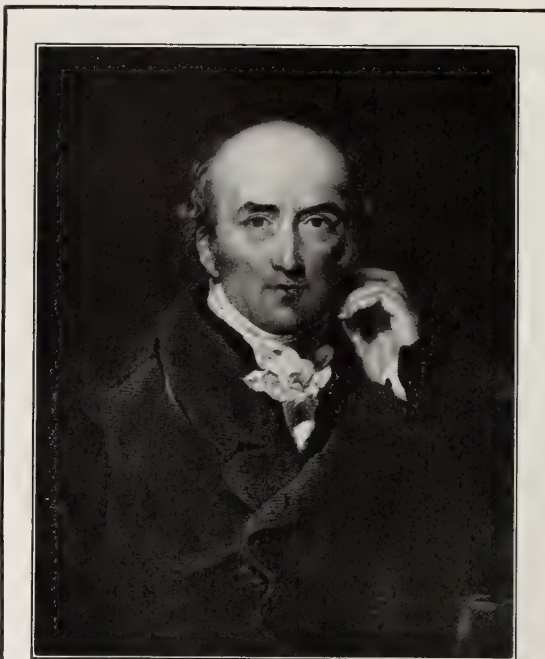
of visit and search and "impressment." It was by precisely the same method that the English obtained the repeal of the Panama Canal Toll Bill—by the sense of justice and the voluntary honorable abandonment of the injurious practice by the offending party. The

last active case of visit and search was the *Trent* affair—in which the United States was the offender, and for which we made immediate reparation, forever burning an evil practice.

Until within one year the mass of the people of our country have not only taken no interest in foreign affairs, but as a plain matter of fact have been fostered by noble representatives of the people" campaigning for Congress in the belief that they were superior and apart from such concerns. If this was not true, it would be a matter of common information and not an object of incredulous surprise that for a hundred years the American continent has been protected from aggression by the joint action

and understanding of Great Britain and the United States.

What is called the Monroe Doctrine is not a doctrine at all of Monroe or of any one else. It is a self-evident fact. To wit, that we do not wish any territory on this continent made into a European colony, and that we do not wish an autocratic monarchical system of government introduced here by any feudal despot. Everybody knows this. But the question was, how to prevent it. In 1823 practically the whole world, except Great Britain and the United States, was under the dominion of absolute monarchs. What we are learning now was a plain axiom to our ancestors—that the only argument known to these gentlemen is **cannon and muskets.**



GEORGE CANNING

The British Minister of Foreign Affairs who told the American Minister of the plans of the Holy Alliance to attack democracy in America, and, as his predecessor, Addington, had done, assured the United States support by the British fleet in the protection of free institutions on this side of the Atlantic. The Monroe Doctrine, the chief element of our foreign policy, and the size of our navy have been based upon the tacit continuance of that assurance from that day to this

And brave as he was, James Monroe hardly harbored the belief that, single-handed, he could dictate to a Christendom of kings. And yet, at that very moment our dream of a continent of independent peoples free to choose their own form of government without the baleful influence of crown princes and dynastic ambitions seemed forever doomed. South America had broken her ties with Spain apparently in vain.

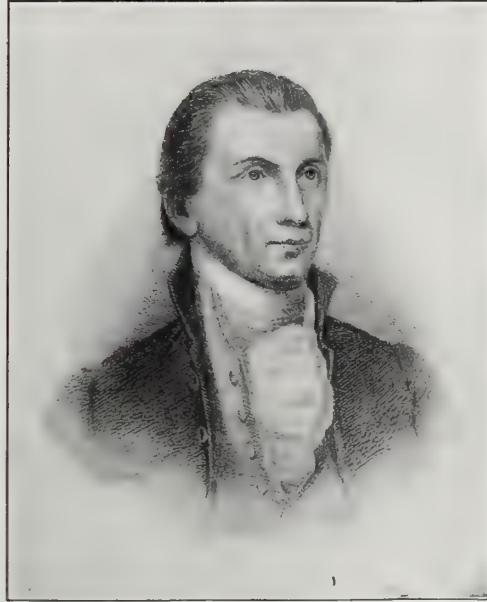
With unerring dramatic instinct the moving picture man has seized upon this situation. In a popular "screen" picture called "The Fall of a Nation" is shown a gilded and regal council chamber in Verona. The Holy Alliance is in Congress assembled. This splendid coalition consisted of every single first class power in the world, prime leaders of which were the King of Prussia, the Emperor of Austria and the Czar of Russia. A document is being signed that might very well scare a timid president out of his wits and at the same time serves to elucidate our natural antipathy to kaisers:

"Article 1. The high contracting powers being convinced that the system of representative government is equally as incompatible with the monarchical principle as the maxim of sovereignty of the people with the divine right, engage mutually, in the most solemn manner, to use all their efforts to put an end to the system of representative governments in whatever country it may exist in Europe and to prevent its being introduced in those countries where it is not yet known."

This holy combination had used its unlimited power to crush every popular whimper heard in

Europe. And now at the request of the King of Spain it proposed to come overseas and subdue the territories in Central and South America that had thrown off the Bourbon yoke.

And the question was, what were we going to do about it? It was all very easy to express our ideas. As Adams said, he could answer the argument, but how could he answer the cannon? There has been a great deal of debate whether the "doctrine" was originated by Monroe or George Canning, Secretary of Foreign Affairs for Great Britain. But there is no argument at all on the only pertinent question, of who enforced it. The Monroe Doctrine became a possibility only when the Duke of Wellington walked out of the Congress of Verona and refused to have anything more to do with its proposition. It became an invisible force when George Canning not only proposed that it should be adopted by the United States, but backed up by England. On August 20th, he proposed to Richard Rush, Minister from the United States, that Great Britain and the



JAMES MONROE

Who, in 1824, on the basis of the assurance given by Canning that we should have the British fleet to support us, announced his famous doctrine that "it is impossible that the allied Powers should extend their political system" (autocracy) "without endangering our peace and happiness." There was precedent in Monroe's mind for this for it was he who had been sent by Jefferson in 1803 to buy Louisiana from Napoleon and prevent autocracy coming to North America, using the British fleet as a club in the transaction. With the same club and with the advice and approval of his old chief, Jefferson, he stated the principle on which they had acted before, and this time publicly announced it as an enduring national policy

United States should jointly announce that they could not see any South American territory transferred to any Power "with indifference."

The nature of the danger threatening us at this juncture hardly needs comment. It was expressed this way by John C. Calhoun:

"The Holy Alliance had an ultimate eye to us; they would, if not resisted, subdue South America—and we should have to fight upon our own shores for our own institutions." This was the fourth attempt of autocracy to limit the spread of free institutions in America.



The attitude of Britain changed the whole situation. A moment before, we stood unprepared and alone to champion liberal government against the overwhelming odds of Powers professedly banded together to stamp it out. Now we could promulgate a ringing challenge to the world. For the whole world could scarce

fifty years every single President has known and deplored the graft and dishonesty in a great deal of our pension legislation, only one has been found with the daring to veto a pension bill. The country has suffered an admitted national scandal for fear of the pension vote. For sixty years the politician's abject terror of



QUEEN VICTORIA

In the critical days of the Civil War, when our blockade was far more damaging to England than the British blockade has been recently to us and there were many causes of friction from tariffs to privateers like the *Alabama*, the Queen is reported to have said to her prime minister: "My Lord, you must know that I will sign no paper that means war with the United States"



NAPOLEON III

Who seized the opportunity made by our Civil War to try in Mexico what Napoleon I had failed to accomplish in Louisiana—to push in a wedge of autocracy in America. In this fifth attempt of kings to lay hands on American territory an effort was made, as it had always been made, to gain British support in the attack on free institutions, and, as before, it failed

attempt to cross the Atlantic in the face of the admirals of England.

There is no use in slurring over the two vital forces in our history which came into being at this time. Johnson, the historian of American diplomacy, says that our understanding with the British is the one fundamental basis of our foreign relations. And yet even a blind man can perceive that although this has been the bulwark and security of every administration from that day to this, it has been seldom that an Executive has dared to admit it, much less give credit for it. There are some things no American politician has the courage to do. For instance, in spite of the fact that for

the Irish ward boss and the Kaiser's agents in St. Louis, Milwaukee, Hoboken, and Little Germany has rendered taboo any mention of our actual situation and understanding. Even Grover Cleveland was no exception. Justice Hughes's recent campaign bears the brand of the same terror.

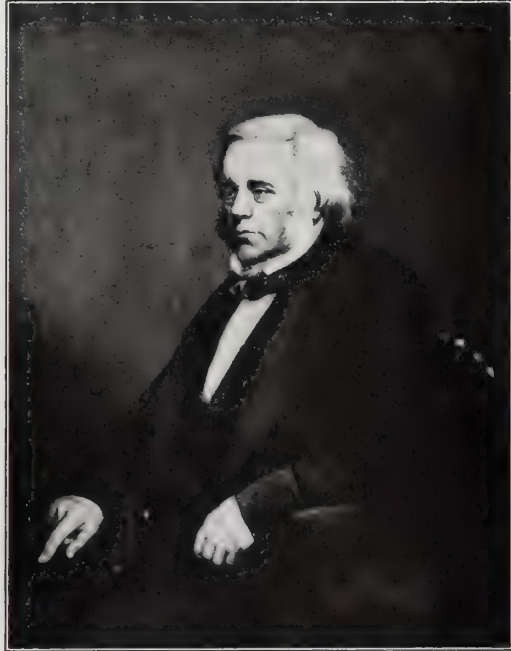
Until he came face to face with immediate danger of destruction from the forces of despotism, Thomas Jefferson leaned toward a popular attitude of complacent criticisms and abuse of the English people. The arrogance of Britain was one of his favorite themes. This makes him a most valuable witness. For upon him and not upon Monroe or any other man, fell the re-

sponsibility of determining our policy at this juncture—of setting our compass and pointing the course which we were to steer through the ocean of time. Since writing the Declaration of Independence nearly fifty years before he had moulded the Republic with his own hand, held every office in its gift, and had retired with

of the United States, and in consequence either in favor of despotism or of liberty?

"My own impression is that we ought to meet the proposal of the British Government . . . ."

It stands as the highest credit to the memory of Thomas Jefferson that he threw both his



RICHARD COBDEN—JOHN BRIGHT

The leaders of liberalism in Great Britain in 1860, believers in increasing political liberty, in free trade, and firm supporters of the United States in its struggle for the freedom of the slaves. It was their power which kept the great industrial centres in favor of the Union despite the suffering caused by the blockade of the Confederacy.

tremendous power and prestige to watch and advise the successor he had named to the White House.

And to him Monroe repaired for advice in his difficulty. Monroe's letter shows that he understood, quite as well as we understand today, how the forces of the world were aligned:

"I transmit to you two despatches which were received from Mr. Rush which involve interests of the highest importance. They contain two letters from Mr. Canning suggesting designs of the Holy Alliance against the independence of South America, and proposing a coöperation between Great Britain and the United States in support of it against the members of that alliance—has not the epoch arrived when Great Britain must take her stand either on the side of the monarchs of Europe or

political and personal prejudices to the wind, and laid not only the cornerstone, but the architectural design, of the whole of our future national policy, in a reply which might have been written yesterday, so little have the essentials of the one great question changed:

"The question presented by the letters you have sent me is the most momentous which has ever been offered to my contemplation since that of independence. That made us a nation; this sets our compass and points the course which we are to steer through the ocean of time opening on us. . . . America, North and South, has a set of interests distinct from those of Europe. She should therefore have a system of her own, separate and apart from that of Europe. While the last is laboring to become the domicile of despotism, our en-





LORD PAUNCEFOTE

The British Ambassador in Washington who made the treaty with Mr. Hay giving us a free hand in the construction and control of the Panama Canal, and who also frustrated an attempt instigated by the Kaiser at the time of the Spanish War to put European pressure upon us and in favor of Spain

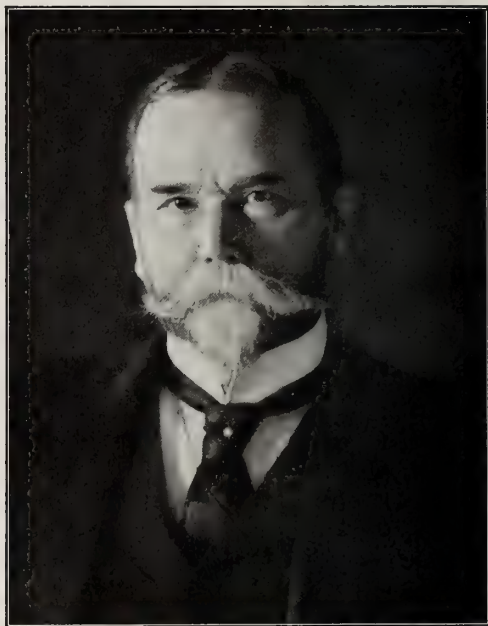
deavor should surely be to make our hemisphere that of freedom.

"One nation, most of all, could disturb us in this pursuit; she now offers to lead, aid, and accompany us in it. By acceding to her proposition, we detach her from the bands, bring her mighty weight into the scale of free government, and emancipate a continent at one stroke which might otherwise linger long in doubt and difficulty. Great Britain is the one nation which can do us the most harm of any one, or all on earth; and with her on our side we need not fear the whole world. With her, then, we should most sedulously cherish a cordial friendship, and nothing would tend more to unite our affections than to be fighting once more, side by side, in the same cause."

It was upon this advice from his chief that James Monroe promulgated the famous message. The message has been in the mouths of our statesmen and behind our marines incessantly ever since. But it has not been common knowledge that its very existence is due to the fact that Great Britain "offered to lead, aid and accompany us in it" nor, in the words

of the one man in a position to know, that she brought her mighty weight into the scale of free government, and emancipated a continent at one stroke.

The understanding created by circumstances in 1823 has not only continued ever since. It has been the *prevailing* force in this hemisphere ever since. Whatever our minor disagreements have been with Great Britain, it is certain that our statesmen have all depended



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JOHN HAY

A firm believer in American and British cooperation in the defense of free institutions, a belief which he often expressed. Partially at a suggestion from Hay, Joseph Chamberlain, the British Prime Minister, made the following reciprocal expression in a speech on May 1, 1898, at a time when the Kaiser was endeavoring to organize the forces of European autocracy against us: "What is our next duty? It is to establish and to maintain bonds of permanent amity with our kinsmen across the Atlantic. There is a powerful and a generous nation. They speak our language. They are bred of our race. Their laws, their literature, their standpoint upon every question, are the same as ours. Their feeling, their interests in the cause of humanity and the peaceful developments of the world, are identical with ours. I don't know what the future has in store for us; I don't know what arrangements may be possible with us; but this I do know and feel, that the closer, the more cordial, the fuller, and the more definite these arrangements are, with the consent of both peoples, the better it will be for both and for the world—and I even go so far as to say that, terrible as war may be, even war itself would be cheaply purchased if, in a great and noble cause, the Stars and Stripes and the Union Jack should wave together over an Anglo-Saxon alliance"

implicitly upon their coöperation in the defense of free institutions in America. This is the reason that we have never tried to rival England's navy. And most of the time relying on her navy we have not even built a fleet capable of protecting the ambitious programme of Monroe from other powers. That is why in spite of fifty years' howling at Britain no man has been found insane enough to agitate the "menace" of the overwhelming naval superiority of the islands. The fact that this British fleet was devoted to liberal government, the one everlasting item without accounting for which no nation or band of nations on earth could even look with lust upon American shores has been so patent that not even a raving Sinn Feiner could hope to make capital against it.



MODERN AUTOCRACY

"If I had had a larger fleet I would have taken Uncle Sam by the scruff of the neck." This was the Kaiser's remark at the time of the war with Spain, when his effort to organize Europe against us failed and when the attitude of the British Admiral, Chichester, at Manila Bay showed him that the understanding on which the Monroe Doctrine was based covered free institutions even off the American continent. The Kaiser's effort to gain a foothold in Venezuela in 1902 was blocked by Colonel Roosevelt's now famous ultimatum, and the record of another effort in Haiti in 1914 still lies in the files of our State Department



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PRESIDENT ROOSEVELT IN 1902

When he told the Kaiser's Ambassador in regard to the Venezuelan controversy: "Arbitrate or I will give orders to Dewey within ten days to proceed to Venezuela and see that no bombarding is done," the Kaiser, contrary to his usual rule, arbitrated

This is not a matter of theory or speculation. Time and again it has been put to the test. And on occasion under very hard circumstances. Napoleon III of France seized the opportunity presented by our Civil War to invade Mexico and establish a monarchy there. This was the fifth attempt of autocracy to invade America. He was quite aware that if the Union won the fight he would be driven out. So he moved heaven and earth to get the English to recognize and make common cause with the Confederacy. And the English had many strong motives for doing so. To the Fourth of July orator it is plain as noon that any one sympathizing with Jeff Davis was an enemy of mankind and totally depraved. But in '61 it was not so simple. There were not one, but two Americas. And there still exist citizens of the United States who do not consider Robert E. Lee and Stonewall Jackson as undeserving of sympathy. And across the seas it was not at all patent who was the oppressor and who the oppressed. Moreover, the fact of rebellion, *per se*, had even thus come to be regarded by



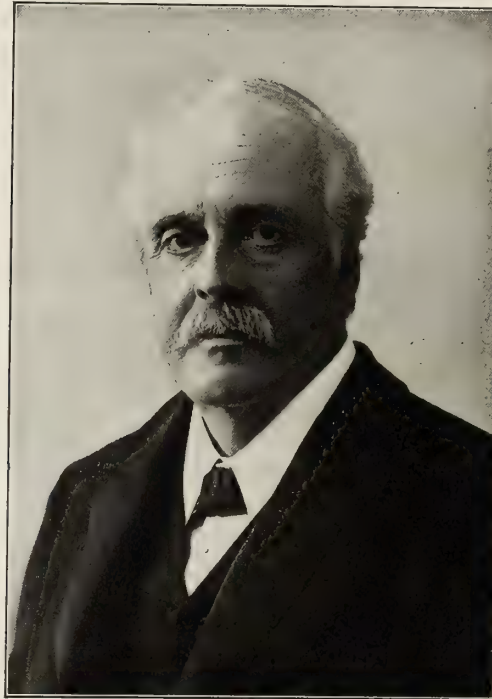
liberal people with toleration, as probably caused by injustice. This is the habitual attitude taken by ourselves. Add to this the natural sympathy and understanding existing between the Cavalier element in Virginia, who had conducted our Government from its origin, and the English aristocracy, and the suffering entailed in England by the blockade and consequent loss of raw cotton, and a barbarous new tariff enacted by Congress which ruined innumerable great businesses, and it is comprehensible that many motives urged the acceptance of Napoleon's proposition.

The facts just cited are the kind of displays made by the German school. They are trotted out as conclusive exhibits of British hostility. They are just the reverse. They are the most powerful proofs of the strength of the Anglo-Saxon understanding. A man's integrity can only be tested, like a wire in a laboratory, under tension. Devotion to a principle can only be measured by the degree of temptation resisted. When, under these circumstances, Queen Victoria said to her prime minister: "My Lord, you must know that I will sign no paper that means war with the United States," not only was the Union saved from foreign attack and the only foothold absolutism had upon this hemisphere doomed, but the good faith of the British nation had stood the crucial test—had withstood the day of temptation, and our hour of adversity.

Hence it was that William McKinley was free to take whatever he chose with regard to Cuba. He knew at the time, what the whole world has since learned, that the rulers of "Mittel-Europa" had no intention of permitting the United States to destroy the last

vestige of the old colonial system in America, if they could help it. The Queen of Spain was close to the Austrian throne. And the Emperor of Germany had designs of his own in the Caribbean. To fight Spain was one thing. To defy Europe another.

And yet the question was not even discussed. Congress acted as if it didn't exist, as if Von Holleben, ambassador from Germany, and Von Hengelmüller, from Austria, had not urged intervention upon the whole diplomatic corps in Washington—and as if the British Foreign Office was not being besieged by a Prussian messenger literally beseeching permission to flout the Yankee. McKinley and Congress were right. There was nothing to fear. The Kaiser, head of the autocratic family, dared not move in the face of the English stand. He tried the game in a tentative way in Manila Bay. He sent an admiral to fight George Dewey. In all probability



MR. ARTHUR BALFOUR

The first British Foreign Minister ever to set foot on American soil, who came to this country in recognition of the fact that in the defense of free institutions all parts of the Anglo-Saxon race are united

Dewey could have kept care of himself. But the German found not only Dewey there. He found Chichester. And not only Chichester, but the British Empire. What we know of the matter can be summarized in the Kaiser's own words: "If I had had a larger fleet I would have taken Uncle Sam by the scruff of the neck." It was the same reasoning that made Napoleon give up his scheme to take over Louisiana. The Kaiser's fleet was large enough to meet the fleet of the United States—particularly in view of the fact that he would have been allied not only with Spain, but Austria. The trouble was that "Perfidious Albion" had its battleships pledged to the cause for which Jefferson had hoped we might fight once more with her, side by side.

This same understanding gave such dreadful force to Roosevelt's later demand upon "myself und Gott" to arbitrate in Venezuela. He threatened the Kaiser with Dewey. Whether the Kaiser was afraid of Dewey or not, I do not know. He had reason to be. But his opinion of the fighting abilities of the United States have been very low, and in the light of subsequent events it seems hardly likely that fear of our military prowess operated very strongly upon him. But off Gravesend lay another force. And the Kaiser knew, if the New York *American* didn't, that it was dedicated to the curtailment of the conquest of America.

This article is an honest analysis of our past adventures with Great Britain in the cause of liberty. I have no intention of passing over the many prolonged and vexing controversies that have embalmed the murky memory of Major Pitcairn and his insults. Cheap and truculent oratory filled with aspersions on "British tyranny" punctuated the settlement of these differences. The Maine boundary dispute; the interminable question of the Newfoundland fisheries; the Oregon debate, "fifty-four forty or fight"; the Alabama claims, the Venezuela arbitration.

But even a bare reading of the actual record reveals that instead of a cause of abuse and rancor, these disagreements have in fact had a result that reflects the greatest possible credit upon both England and America. They have been the means of establishing a spirit of equity and the mutual trust and confidence which renders a conflict between the countries impossible for all time.

Tense as these strained situations were, and high as ran the feeling, they were all settled by arbitration, and, win or lose, both countries stood by the awards. These controversies constitute the origin and development and establishment of the principles of international arbitration. They provided the only tangible steps yet taken in the world for the substitution of justice and reason for the rule of war. And it is worthy of notice, too, that our differences with England have never, since George III failed to restore the royal prerogative, been over the fundamental question of democracy. In this most vital of all issues to the two peoples, since the Revolution as before, we have stood together the great bulwark of liberty in the world.

## BRITAIN, MOTHER OF COLONIES

How an Enormous Empire of Subject Peoples Has Been Built Up by the Tact, Intelligence, and Good Faith of a Handful of Administrators Who  
Treat the Natives as Human Beings

BY

POULTNEY BIGELOW, F.R.G.S.

(Author of "History of the German Struggle for Liberty, 1806-1848".)

**Y**OU have paid me the compliment of requesting an opinion on the Colonial administration of our Mother Country and to such a request I yield cheerful obedience. But let me warn the reader that an opinion on so vast a theme is dangerous—much like asking a sailor his opinion of the Atlantic or a politician his estimate of the American voter. True—I have traveled and studied in almost every British Colony; have visited also many dependencies of France, Spain, Portugal, America and Germany; have made four journeys round the world in search of light on this vexed problem, and yet feel that the best I can do is

to enter the stand as a witness, tell what I saw and let the reader think for himself.

In the year of the Spanish War (1898) Germany proved herself our enemy by sending to Manila Bay a squadron of war ships with orders to intimidate Admiral Dewey and secure from Spain the remnant of her insular possessions in those Far Eastern waters. The sailor of Uncle Sam however, declined to play the part assigned to him by the Kaiser; on the contrary, although much inferior in war strength, he cheerfully stripped for the fight, whereupon Admiral Von Diederich tucked his pennant between his legs and disappeared to Kiao-Chau.

To Kiao-Chau I followed him and found a



German colony one year old. It was a colony on the Prussian plan—barracks and batteries—drill ground and goose step. The Chinese population had been forcibly dispossessed to make room for administrative quarters and avenues of Berlin breadth and symmetry. The colony had been conquered by the sword and was held by the sword alone. The natives were compelled to labor at prices fixed by the conqueror; all signs and legal notices were in Gothic type; it was *verboden* to use any language other than the German tongue. In short, although I was received with civility by the Governor and entertained by the garrison mess, it was clear that this colonial venture was a failure from the start—it was a colony in name but there were no colonists; much military but no merchants; many barracks but no warehouses.

For twenty years Kiao-Chau flew the flag of the Hun—twenty years of perpetual pettiness in administration and brutality in the execution of unjust laws. Nothing was omitted that could humiliate the natives of the soil or create Mongolian sympathy with other victims of Prussianization in Poland, Denmark, Alsace—to say nothing of blacks in Africa and Papuans in New Guinea.

Parenthetically permit me to say that I visited every station of German New Guinea after more than a quarter century of Prussian rule and found everywhere struggling replicas of Kiao-Chau—hundreds of notice boards warning the naked natives to keep off the grass—all in the unintelligible script of the conqueror. Every Colonial station was conspicuously recognizable because of the geometrical pattern of its administrative landing stage, its path leading to the Governor's palace, the jail, barracks and drill ground. Everywhere sullen silence amongst the wretched natives and harsh gutturals from the homesick officials of the Fatherland. The jails and barracks were active—all the rest was suggestive of that ominous obedience which precedes the signal of a popular insurrection. To be a German was to be an enemy in every part of the Archipelago—to speak English was to carry a passport honored in every hut.

Without going further for illustration—East or West Africa for instance—let me carry you from this theatre of perpetual punitive expeditions and administrative failure to any territory you may select where the British flag proclaims equal rights or at least fair play for the native.

At Hong-Kong in that same year of the Kiao-Chau visit, Great Britain added a large area as hinterland to that splendid port. This matter I studied with much personal interest because it followed closely on the Russian seizure of Port Arthur and the Prussian conquest of Kiao-Chau—both of which were accomplished as acts of war and as grievous insults to the Chinese Government. Not so in the case of England—not a shot was fired, scarce an angry word exchanged. A quiet young Scotchman, Lockhart by name, who happened to be Colonial Secretary of Hong-Kong and who like the rest of his craft understood Chinese character and speech, made an excursion into the territory about to be annexed. He did not draw his sword—or even lead a military escort. He went with his life in his hand to talk the matter over with the different heads of districts and villages.

The Chinaman is the most reasonable and intelligent of men. He despises mere brute strength but is quick to appreciate justice and commercial opportunity. And thus it happened here that my quiet friend (now Sir Stewart Lockhart) annexed to the British Empire in a few days and without firing a shot a territory more valuable to the world's commerce than all the colonies of the Kaiser with all their sunken millions and discontented natives.

#### HONG-KONG THE CONTENTED

From Hong-Kong go thousands of Chinese annually to labor under contract in the mines of the Malay islands; the rubber plantations of Borneo; the tobacco fields of Sumatra or the sugar estates of the West Indies. Indeed, contract laborers sign cheerfully from any Eastern port to any part of the world so long as they have the word of the British Government that their contract will be honestly enforced against employer no less than employee. You can find in South Africa and the Caribbean no less than in the Eastern tropics British subjects of every color and creed from Bombay or Calcutta; Penang or Singapore; Wei-Hai-Wei or Hong-Kong cheerfully signing themselves away for a five year labor term in Jamaica or Trinidad; Natal or Demerara. They are confident that the conditions under which they embark will be observed; that the wages mentioned will be punctually paid; that the food will be adequate and the housing according to the sanitary rules; that the labor will be

done under wholesome conditions—in short that after five years of enlistment as a laborer the Chinaman, Hindoo or Kaffir may count upon a return to his home satisfied that the British Commissioner of native labor has paternally watched over his interests and encouraged others to follow in his steps.

No other country of my ken can point to such victories in the field of peaceful colonial conquest as England for the last three quarters of a century. There is no other colonial field of my acquaintance where I would feel safe in walking from end to end with no weapon more destructive than a bamboo cane.

Far be it from me to pretend that the bungling tourist cannot find ample scope for blood curdling adventure and many pages of profitable romance. One has but to outrage the religious practices of Brahmins or Mussulmans to gather material for many thrilling chapters; and if the survivor still yearns for fictional fame he has but to tamper with the women of a Malay Head Hunter or sneer at the crest of a Samurai of Dai Nippon. But the tame walking stick of my wanderings has little to record. To me the patient observing of animals has more charm than their slaughter; I marvel at my contemporaries who have waded in blood amidst scowling savages where my more commonplace eyes and ears have been refreshed by native dance and gentle hospitality. In the jungle of German New Guinea where successive administrators with fiercely elevated mustache tips assured me that the natives were hopelessly addicted to ferocious cannibalism I have wandered unarmed and unattended—safe so soon as the native knew that I was not German.

Basutoland has been the habitat of the most warlike of Kaffir tribes and when I visited that country (1896) I found scarce half a dozen Englishmen ruling over a quarter of a million black savages in a country with not a single road, or bridge, or telegraph pole or newspaper—not a single sign of what we call progress save this lonesome but fearless handful of British Colonial administrators who lived in the midst of these turbulent tribesmen with the same unconcern that we have noted in the veteran soldier who is ready at any moment to fall asleep even whilst the artillery is roaring its message of prospective hand to hand battle.

It was Sir Godfrey Lagden who ruled Basutoland twenty years ago. He is now retired, but Basutoland continues prosperous and quiet

because the system of the Mother country brings forward an abundance of men qualified for just such unobtrusive tasks. In my lifetime no shot has been fired in anger throughout that territory and to-day, should any chief dare to prove insubordinate, there is no punishment that would be more keenly felt by the nation at large than the mere threat, on the part of the British Governor, that he would pack up and abandon them. Such administrative rule as this calls for men who are not tied up with red tape, who have infinite good sense, and no fear of death.

Germany had a most efficient system, but it did not work. England has had no very distinct system, but it has worked admirably. Of the many causes which have procured this result perhaps the most important is the broad fact that men for the Colonial service are carefully selected; that they are handsomely paid; that they are trusted; that they are promoted without any regard to politicians and that after a certain number of years devoted to their country they may retire on an adequate pension. The practical effect of this system is to create a body of administrators whom the natives trust. All men respect truth and courage. Small wonder then that a simple sport loving Briton can rule millions of Hindoos by merely a hint to their Rajah who bows before that hint because he knows it is the hint of an official who speaks true and cannot take a bribe.

In the days of the old Sultan of Brunei I visited that sanguinary potentate's capital which lies between Sarawak and British North Borneo and is inhabited by head hunting Malays very expert in predatory warfare. In this most lonesome quarter of our globe I met (1906) a clear eyed sport loving young Briton who had a bungalow and a war canoe and apparently nothing to do but look indifferent and wait for the moment when some Dyak should run amuk in his path. He was the only white man in the Sultan's savagery save a few traders who came for cocoanut fibre. He told me that he had no authority—was simply sent there to look about—that he belonged in the Colonial service at Singapore.

#### WHAT YOUNG MCARTHUR DID

This was all true; but what he did not say and what I learned from other lips was that whenever his Sultanic and Satanic majesty was guilty of some project needlessly



outrageous my simple young sportsman from Singapore would whistle for his war canoe crew; paddle over to the Imperial Palace; sip coffee; smoke an enormous Sultanic cheroot; exchange a very few words with this august representative of Mahomet and then once more mount his war canoe and paddle back to his bungalow. All this was purely a pleasant piece of every day platonic politeness. No sabre was rattled, no mailed fist unveiled, no harsh words uttered. Our listless British visitor (his name was McArthur) merely remarked in a careless way—referring to some murderous or thieving project—"Yes—it has its good points, *but*, I wouldn't do it just now—it wouldn't look well on paper—they don't like those things in London—queer people, the English—yes—very—good day—etc.!!"

Now this little episode has no particular importance unless you read on and learn that when the old Sultan died a few years later his empire became part of an English colony so quietly that few noticed what happened; and none regretted the change, least of all the natives.

Only those of superficial thinking talk of England as "*gobbling up*" or "*conquering*" colonial territory. This view is Prussian by origin and American by adoption. The truth is that in the last three quarters of a century Britain has had colonial responsibilities thrust upon her; has sought to divest herself of them but has been finally forced to expand not merely by the call of her countrymen but by that of the natives.

In 1898 Stewart Lockhart was Colonial Secretary in Hong-Kong—the same who incorporated the adjacent territory of Kowloon. He is now Governor of Wei-Hai-Wei ruling another Chinese area, about 100 miles from Kiao-Chau. Here as in the southern post, not only does he find the Chinese contented under the British flag, but desirous of fighting under it and against the hated German.

#### LUGARD'S WORK IN CHINA

During my last visit to Hong-Kong (1910) the Governor (General Sir Frederick Lugard) laid the foundation stone of a Chinese University. The money for this important seat of learning was contributed largely if not entirely by Chinese merchants and officials. The three faculties of medicine, morals and engineering were represented and the purpose was to save Chinese students the cost of the journey to England by arranging for examinations in

Hong-Kong that should entitle the candidates to degrees equal to those of the London University. Here then was the military governor of a British colony on Chinese territory commanding so completely the confidence of the public, no less than the officials, that they reared under the guns of his fortress a purely Chinese school of learning in perfect reliance on the word of an English administrator.

So far I have met no one who ever heard of this Hong-Kong University, but I venture to think that in the history of our race no prouder page could be written than that which recorded this proof of British uprightness in her dealings with China. To be sure Sir Frederick Lugard deserves much credit; but without the system which permits the rise of such men, there would be in Hong-Kong the same dull colonial routine that has made Germany lose all her million square miles of colony at the first sound of a bugle proclaiming war against Prussianism. The name of Lugard was honored already some thirty years ago when first I had the honor of grasping his honest hand. He was then a young and very impetuous captain thirsting for an opportunity of getting killed or anything else that would keep him alive. He went to Eastern Africa, soon showed that he had in him the stuff of the empire builder and has risen from one post to another until now he is to Africa what Lord Roberts was to India.

The word system I have used for want of a better. Perhaps I might say with more exactness that England's colonial success has been due to the fact that she never has had any system—at least in theory. Had the London Colonial office formulated a scientific theory of Colonial administration akin to that which Berlin has for thirty years applied to her tropical dependencies, the result might have been almost as disastrous. Fortunately for British fame, the very absence of uniformity or system permitted each Colonial administrator to apply to each native territory the rules most conformable to native custom or prejudice. It is the mania of the orthodox official to simplify his work by making rules to which all must conform. Now we know that no two people are alike even in our own state or village; yet a Prussian Minister will send out a book of paragraphs according to which all natives are to be ruled whether Mahomedan or Buddhist; Bantu or Papuan. The Berlin official cannot see why the drill

regulations of the Potsdam garrison are not equally applicable to the Kanaka of Samoa or the Herero of West Africa.

Nor can the German people penetrate the careless generosity of a British parliament capable of permitting one million square miles of colonial territory to pass under the Kaiser's yoke merely because Queen Victoria was partial to things German and the British public dreamed the dream of the Pacifist and believed that the rule of William II meant the Rule of Peace throughout the colonial world.

Germany gladly seized the colonies which England released and ever since that time has waged a campaign of hatred and slander against her benefactor. Yet to-day England can arm the natives in any one of her dependencies and turn them against our common enemy, whereas after thirty years of Prussianizing not a colony of the Kaiser but rejoices when the black eagle drops from over the governor's gate-way.

#### INDIA A HUGE SUCCESS

Is India an exception? Germans have wearied me for many years by their tales of alleged native discontent, and their groaning under the heels of British military boots! But how many military boots would be needed, think you, in order to successfully trample down a discontented population of 400 millions of intelligent people? These are matters so elementary that they are not to be discussed in the pages of such a review. The reader has but to consult the "Statesmen's Year Book" or any respectable almanac and there learn that in all India Britain maintains a military establishment so minuscule as to deserve the name of a merely nominal police force. It is some years since I was in Delhi and Calcutta (1910) but it needed no special training for any observer to note that the emissary of the Kaiser was at work there as in this country working up a propaganda hostile to the government. In every German colony Englishmen have been hampered if not wholly prevented from doing business. On the contrary, German commercial agents have been accorded equal rights and generous treatment wherever they moved under the British flag and this hospitality has been shamefully abused for the purpose not merely of spying but of organizing sedition under the specious cloak of socialistic pacifism.

So far I have referred only to British Colonial

rule as affecting black, yellow, brown or alien races. We have known of German machination and money widely distributed for the purpose of compelling the mother country to employ her army in quelling rebellious natives rather than helping France on the western front. We have seen the Prussian plot a failure and the duplicity of the Berlin cabinet exposed. We have had the profound joy of seeing generosity rewarded; of seeing the natives of every creed, color and climate raising their voices in one common chorus of disgust at the cruelty, the treachery, the sacrilegious mutilations done by a Prussian monarch who dared to proclaim himself the apostle of Kultur! The Afghan from the Khyber; the Hindoo from Benares or Madras; the Zulu, Matabele or Basuto; the swarthy men of the Malay Archipelago; millions of Chinese and every island from the Bahamas to Trinidad—not a race, not a religion but would unite with Great Britain in driving back to his Baltic swamps and pine barrens the desecrater of Rheims—the unmistakable offspring of Europe's traditional enemy who have for near twenty centuries plundered on the outskirts of white man's civilization—their name has varied—now Goth, now Vandal—now Hun—now Hohenzollern.

Shall I say yet a word of the white man's greater Britain—Australia, New Zealand, North America, South Africa? Do we not all recall the monotonous assurances of Prussian professors that this war would be the signal for every colony to throw off the British Yoke! Alas, poor Prussia! When God distributed his gifts to the races of mankind he gave quick wits to the Yankee, laughter to the Negro and infinite patience to the Chinaman. But to thee, as to the donkey, he gave an impenetrable hide and total absence of humor. So go on with the war—it has made the Boer and Briton march together like brothers against the man who wrote the Kruger despatch; it has made Canada and Australia glad to pour out their blood in the trenches of France but above all, O Prussian donkey, I bless thy pachydermatous propaganda for thou hast at last opened the eyes of this good natured nation to the snake like quality of thy professions and the deadening effect of thy Kultur. The war is costly; the war is deadly and the end is not in sight; but however costly in death or dollars it can never be a price too high to pay if it restore to us our dignity as a nation and our manhood as Americans.



# THROUGH THE HOSTILE LINES

A Zeppelin Attack on the Civilian Part of Antwerp and the Damage It Did—  
Hazards of Going Through the German and Belgian Lines—The  
Journal of an American Diplomatic Officer

## FOURTH INSTALLMENT

BY

HUGH GIBSON

(Formerly First Secretary of the American Legation at Brussels)

**B**RUSSELS, August 27, 1914.—The day after my last entry [August 22d], I started on a trip to Antwerp, got through the lines, and managed to wriggle back into Brussels last night after reëstablishing telegraph communication with the Department and having a number of other things happen to and around about me.

All I can remember now of the 23d is that it was a Sunday and that we could hear cannonading all day long from the east. It was hard to tell just where it came from, but it was probably from the direction of Wavre and Namur. It was drizzly all day. The German troops continued to pour through the city. From time to time during the last few days their march has been interrupted for a couple of hours at a time—apparently as a result of a determined attempt on the part of the French and English to stop the steady flow of troops toward the French frontier. Each time we could hear the booming of the cannon—the deep voices of the German guns and the sharp, dry bark of the French. At night we have seen the searchlights looking for the enemy or flashing signals. Despite the nearness of all this fighting and the sight of the wounded being brought in, the streets barred off to keep the noisy traffic away from the hospitals, and all the other signs of war, it has still been hard to realize that it was so near us.

Our little German General von Jarotzky has kept clicking his heels together and promising us anything we chose to ask; we had run around day after day with our telegrams, and not one had got further than the Hôtel de Ville. Being naturally somewhat touchy, we got tired of this after a few days and decided that the only way to get any news to Washington was for me to go to Antwerp and get into direct communication over the cable from there.

We told General von Jarotzky what we intended to do and he was all smiles and anxiety to please. At our request he had an imposing passport made out for me signed with his hand and authorized with his seal. The Burgomaster wrote out an equally good letter for use when we reached the Belgian lines.

We wanted to get away during the morning, but one thing after another came up and I was kept on the jump. We had to stop and worry about our newspaper correspondents who have wandered off again. Morgan came wandering in during the morning and announced that he and Davis had set out on foot to see whether there was any fighting near Hal. They had fallen in with some German forces advancing toward Mons. After satisfying themselves that there was nothing going on at Hal or Enghien, Morgan decided that he had had enough walking for one day and was for coming home. Davis felt that they were too near the front to give up, and with a Sherlock Holmes sagacity announced that if they stuck to these German troops they would succeed in locating the French and British armies. Morgan thought this so probable that he was all for coming back and left Davis tramping along behind an ammunition wagon in search of adventure. He found it.

After getting out of their trouble at Louvain, McCutcheon, Cobb, and Lewis set forth on another adventure. There are, of course, no motor cars or carriages to be had for love or money, so they invested in a couple of aged bicycles and a donkey cart. Cobb perched gracefully on top of the donkey cart and the other two pedalled alongside on their wheels. They must have been a funny outfit, and at last accounts were getting along all right.

After formally filing all our telegrams with the German General, Blount and I got under

way at half past two. We pulled out through the northern end of the city toward Vilvorde. There were German troops and supply trains all along the road but we were not stopped until we got about half way to V. Then we heard a loud roar from a field of cabbages we were passing, and, looking around, discovered what looked like a review of the Knights of Pythias. A magnificent looking man on horseback, wearing several orders, surrounded by a staff of some ten or twelve others, was riding toward us through the cabbages, waving angrily at us to stop. The whole crowd surrounded the car and demanded hotly how we dared venture out of town by this road. While they were industriously blowing us up, the Supreme Potentate observed the sign on the front of the car, *GESANDTSCHAFT DER VEREINIGTEN STAATEN*, whereupon he came straightway to salute and kept it up. The others all saluted most earnestly and we had to unlimber and take off our hats and bow as gracefully as we could all hunched up inside a little racing car. Then I passed out our pass, which the Chief of Staff read aloud to the assembled notables. They were all most amiable, warned us to proceed with great caution, driving slowly, stopping every hundred yards, and to tear back toward town if popping began in our immediate neighborhood. They were so insistent on our not getting in the way of bullets that I had to assure them in my best rusty German that we were getting into this ragged edge of their old war simply because it was necessary, for business reasons, and not because of any ardent desire to have holes shot through us. They all laughed and let us go our way with a final caution. From that time on we were in the midst of German patrols. We religiously observed the officers' advice to drive slowly and keep a look-out. Five minutes later we began to meet peasants running away from their homes in the direction of Brussels. They reported fighting near Malines and said that we were running straight into it. They were a badly frightened lot. We decided that the only thing to do was to go ahead, feeling our way carefully and come back, or wait if things got too hot for us. We were stopped several times by troops crossing the road to get into trenches that were already prepared, and once to wait while a big gun was gotten into place. It was a ticklish business to come around a turn in the road and light on a hundred men sneaking along behind a hedge with their rifles

ready for instant action. Just beyond Eppeghem we met a troop of cavalry conveying a high cart filled with peasants who had evidently been taken prisoners. The officer in charge was a nervous chap who came riding at us brandishing his revolver, which he had tied to the pommel of his saddle with a long cord. He was most indignant that we had been allowed to come this far and reluctantly admitted that our pass was good. All the time he talked with us and told us of the skirmishing ahead he kept waving that large blunderbuss in our faces. I tried a little humor on him by saying as nearly as the unwieldy structure of the German tongue would permit: "Please point that thing the other way; you can never tell when it may go off and hurt somebody." He was quite solemn about it, however, and assured us that he had perfect control over it, emphasizing his remarks by shaking it under our noses. I was glad to get out of his range, for I verily believe that if somebody had shouted *boo!* he would have let that gun off with a bang.

The German officers we talked with from time to time said that the Belgians were advancing and that several skirmishes had taken place; that a big engagement was expected during the night or in the morning. We passed the last of the German outposts about two miles this side of Malines, but for fear we might tell on them they would not tell us whether we had any more of their kind ahead of us. We shot along through the open country between the last Germans and the edge of Malines at a fairly good rate and kept a lookout for the English flag which we had been given to understand was flying from the tower of the Cathedral. That is what we had been given to understand in Brussels; but along the road they were very noncommittal about the whereabouts of the British troops. When we finally did get a clear view of the Cathedral spires we saw the Belgian flag standing straight out in the good breeze that was blowing, and while that showed that the English troops had not taken over the place it at least convinced us that the Germans were behind us. As we drove through the little suburb on this side of the canal which runs through the edge of the town, we found that all the houses were battened up tight. One lone man who came out from a little café told us that the Germans had been through about fifteen minutes before and had shot up the town until they were driven



off by a small force of Belgian cavalry which had appeared from nowhere and had as quickly gone back to the same place. Not knowing what forces were ready to start in again on short notice, all the inhabitants who were fortunate enough to have cellars were hiding in them, and the rest were trying to get into town as best they could, leaving their belongings.

When we reached the canal we found that the drawbridge had been taken up and that there was no way to get across. There were a few gendarmes on the other side of the canal and a few carts on our side. All hands were anxious to get across, but the Burgomaster had ordered traffic suspended until things had quieted down. We prevailed upon a genial gendarme to run back and get orders to govern our special case. After waving our credentials and showing how much influence we had with the local administration we were quite popular with the panic-stricken peasants, who wanted to get into the town. Orders came very soon and we made straight for the Hôtel de Ville to thank the Burgomaster for letting us in—and also to pick up any news he had as to conditions. We did not get any great amount, however, as he could not get over the fact that we had come straight through from Brussels without having been shot by the German or the Belgian patrols who were out with orders to pick up strays like us. We tried several times to get information out of him, but he could do nothing but marvel at our luck and above all at our *prouesse*, which left him quite bowled over. We gave him up and went our way. He has had other things to marvel about since.

Not far out of Malines we ran into the first Belgian outpost. When we were about fifty yards from them they surged across the road and began brandishing rifles, swords, lances, a veritable armory of deadly weapons. Blount put on the emergency brakes and we were bracing for quick and voluble explanations when we saw that they were all grinning broadly and that each one was struggling to get our particular attention. We had our *laisser-passeurs* in our hands and waved them in the air; no one would pay the slightest heed to them. From the hubbub that was seething about our ears we learned that ten minutes or so before they had finished a little brush with the Germans and that the articles they had been waving in our faces were the trophies of the combat. Each fellow was anxious to

show us what he had taken and to tell just how he had done it. They seemed to take it for granted that we were friends and would enjoy the sight and share their delight. One of the boys—a chap about eighteen—held aloft a huge pair of cavalry boots which he had pulled off a German he had killed. It was a curious mixture of childish pride and the savage rejoicing of a Fiji Islander with a head he has taken. We admired their loot until they were satisfied, and then prevailed upon them to look at our papers, which they did in a perfunctory way. Then, after shaking hands all round, they sent us on with a cheer. We were hero-curiosities as the first civilians who had got through from the German lines since the occupation of Brussels. And perhaps we were not glad to be safely inside the Belgian lines! It was nervous work that far, but once inside we found everybody friendly and got through without any trouble, although we were stopped every kilometre or so. Soon after we passed the first outposts we began passing Belgian troops advancing toward Malines in large force. They seemed in good spirits and ready for anything. Our position here has gone steadily up since the beginning of the hostilities, and everywhere we went the flag was cheered and we got a warm welcome.

We had a slow time of it working our way through the fortifications and convincing posts every fifty yards that we were all right.

This forward movement of the troops was a part of a concerted operation by which the Belgians were to attempt to retake Malines and Brussels while the main German army was engaged in attacking Mons and Charleroi.

About twelve kilometres out of Antwerp we were stopped at a little house and asked if we would take a wounded man into town to the hospital. He had been shot through the hand and was suffering from shock and loss of blood but was able to chew on a huge chunk of bread all the way into town. He had no interest in anything else, and after trying one or two questions on him I let him alone and watched the troops we were passing. They were an unbroken line all the way in and a lot of them had not left town. The whole Belgian army and a lot of the Garde Civique were inside the ring of forts and were all being put on the road with full contingents of supply wagons, ambulances, and even the dog artillery. These little chaps came tugging along the road and turned their heads to bark at us.

For a mile or so outside the *enceinte* which has been thrown up around the town the roads are heavily mined and small red flags planted between the cobbles to warn passers-by to tread gently and gingerly. We did not require the urging of the sentries to make us proceed with caution over these places, which were so delicately mined that heavy carts were not allowed to pass. I breathed more easily when we were once out of this.

We found the military hospital and handed over our wounded soldier to the attendants, who bundled him inside and then rushed back to hear what we could tell them. They had not heard a word from the outside world—or rather from our part of the outside world—since the withdrawal of the Belgian army to Antwerp, and they greeted us as they would greet fellow-beings returning from a journey to Mars. They had a few newspapers which were being published in Antwerp and handed them over to us, we being as anxious as they for the news that we had not been able to get.

From the hospital we drove to the Hôtel St. Antoine and asked for rooms. The proprietor was very suspicious of us, and we had a tremendous time convincing him that there was nothing the matter with us. He *knew* that we could not have come from Brussels, as nobody had been able to make the trip. Our papers were *en règle* but that made no difference. German spies and other suspicious characters had managed to get forged papers before that.

Fortunately for us, all the other diplomats were living in the hotel, and I asked that he hunt up some of them and verify what we had to say for ourselves. Webber of the British Legation was brought out and acted as though he had seen a ghost. He calmed down enough to assure the proprietor that we were respectable citizens and that he could safely give us rooms.

All the other people were away from the hotel for the moment, so we deposited our things in our room and made for the Consulate General. It was then half past six and the Consul General had gone for the day. A well trained porter refused to tell where either he or the V. C. G. lived, but we managed to find out and got to the V. C. G.'s house after a hunt with a *chasseur* of the hotel on the box. He was not at home, but his wife was there and came down. We talked with her for a few minutes and then went back to the hotel to

await Sherman's (V. C. G.) coming. He called in the course of a few minutes and we made arrangements to go to the Consulate after dinner and get off our telegrams.

By the time we could get ourselves ready for dinner the crowd had come back, and when we set foot on the stairway we were literally overwhelmed by our loving friends. First I met Sir Francis Villiers and accepted his invitation to dine. He and Prince Koudacheff, the Russian Minister, a lot of other colleagues, and goodness only knows who else fell upon us with demands for news. I took refuge in Sir Francis's office and saw as many people as I could until dinner time. Baron van der Elst, the Secretary-General of the Foreign Office, and M. Carton de Wiart, the Minister of Justice, forgetting all about the requirements of the protocol that I should make the first call upon them, came tearing around to see if I had any news of their families. Luckily I had and was able to tell them that all was well. I did not know that I had so much first-hand knowledge of the people in Brussels, but was able to give good news to any number of people. It became a regular joyfest and was more fun for me than for anybody else.

By eight o'clock we got out to dinner, but I was still besieged for more information and hardly got two consecutive bites without interruptions. In the midst of soup, General Yungbluth, Chief of Staff to the King, came around in full regimentals and wanted to get all sorts of news for the Queen. Before we got much farther others began to arrive and drew up chairs to the table, filling up all that part of the room. As we were finishing dinner several Ministers of State came in to say that the Prime Minister wanted me to come to meet him and the Cabinet Council which was being held—just to assure them that all was well with their families and to tell them, in the bargain, anything that I felt I properly could. However, I had my real work ahead of me—getting off my telegrams to Washington. I tore myself away from the crowd and, joining Sherman, who was waiting for me in the hall, I made for the Consulate General. The C. G. was already there anxious to hear the news. I had to get before the Department all the news I could and as comprehensive a statement as possible of all that had happened since communications had been cut. I pounded away until after eleven and got off a fat bundle of cables, which Sherman took to the office for me. I



then made tracks for the General Staff, where the Cabinet Council was waiting for me.

I have never been through a more moving time than the hour and a half I spent with them. It was hard to keep from bursting out and telling them everything that I knew would interest them. I had bound myself with no promises before I left about telling of the situation, but none the less I felt bound not to do it. I was able to tell them a great deal that was of comfort to them and that could give no ground for objection if the Germans were to know of it—and on these subjects I gave them all they wanted. After telling them all I could about their families and friends, I let them ask questions and did my best to answer those that I could. The first thing they wanted to know was how the Germans had behaved in the town. The answer I gave them was satisfactory. Then they wanted to know whether the Royal Palace had been respected or whether the German flag was flying over it; also whether the Belgian flag still flew on the Hôtel de Ville. Their pride in their old town was touching, and when they heard that no harm had as yet been done it you would have thought that they were hearing good news of friends they had lost. Then they started in and told me all the news they had from outside sources—bits of information which had reached them indirectly via Holland and the reports of their military authorities.

We stayed on and talked until nearly half past twelve, when I got up and insisted on leaving.

Perhaps it is just as well. They did not want to break up the party, but when I insisted they also made up their minds to call it a day's work and quit.

We brought van der Elst back to the hotel, and with his influence ran our car into the Gendarmerie next door. Then to bed.

#### A CALL FROM A ZEPPELIN

Blount and I had a huge room on the third floor front. We had just got into bed and were settling down to a good night's rest when there was an explosion the like of which I have never heard before, and we were rocked as though in cradles. We were greatly interested but took it calmly, knowing that the forts were nearly four miles out of town and that they could bang away as long as they liked without doing more than spoil our night's sleep. There were eight of these explosions at short intervals, and then as they stopped there was a sharp purr, like

the distant rattle of a machine-gun. As that died down the chimes of the Cathedral—the sweetest carillon I have ever heard—sounded one o'clock. We thought that the Germans must have tried an advance under cover of a bombardment and retired as soon as they saw that the forts were vigilant and not to be taken by surprise. We did not even get out of bed. About five minutes later we heard footsteps on the roof and the voice of a woman in a window across the street asking some one on the sidewalk below whether it was safe to go back to bed. I got out and took a look into the street. There were a lot of people there talking and gesticulating, but nothing of enough interest to keep two tired men from their night's sleep, so we climbed back into bed and stayed until morning.

Blount called me at what seemed an unreasonably early hour and said we should be up and about our day's work. When we were both dressed we found that he had made a bad guess when he looked at his watch and discovered that it was only a quarter to seven. Being up, however, we decided to go get breakfast.

When we got down we found everybody else stirring, and it took us several minutes to get it through our heads that we had been through more excitement than we wotted of. Those distant explosions that we had taken so calmly were bombs dropped from a Zeppelin which had sailed over the city and dropped death and destruction in its path. The first bomb fell less than two hundred yards from where we slept—no wonder that we were rocked in our beds! After a little breakfast we sallied forth.

The first bomb had been in a street around the corner from the hotel and had fallen into a narrow four-story house which had been blown to bits. When the bomb burst it not only tore a fine hole in the immediate vicinity, but hurled its pieces several hundred yards. All the windows for at least two hundred or three hundred feet were smashed into little bits. The fronts of all the surrounding houses were pierced with hundreds of holes, large and small. The street itself was filled with debris and was impassable. From this place we went to the other points where bombs had fallen. As we afterward learned, ten people were killed outright; a number have since died of their injuries and a lot more are injured and some of these may die. A number of houses were completely wrecked and a great many will

have to be torn down. Army officers were amazed at the terrific force of the explosions. The last bomb dropped as the Zeppelin passed over our heads fell in the centre of a large square—la Place du Poids Publique. It tore a hole in the cobble-stone pavement some twenty feet square and four or five feet deep. Every window in the square was smashed to bits. The fronts of the houses were riddled with holes and everybody had been obliged to move out, as many of the houses were expected to fall at any time. The Dutch Minister's house was near one of the smaller bombs and was damaged slightly. Every window was smashed. All the crockery and china is gone; mirrors in tiny fragments; and the Minister somewhat startled. Not far away was Faura, the First Secretary of the Spanish Legation. His wife had been worried sick for fear of bombardment, and he had succeeded only the day before in prevailing upon her to go to England with their large family of children. Another bomb fell not far from the houses of the C. G. and the V. C. G., and they were not at all pleased. The windows on one side of our hotel were also smashed.

#### THE TRAIL OF THE AIRSHIP

We learned that the Zeppelin had sailed over the town not more than 500 feet above us; the motor was stopped some little distance away and she slid along in perfect silence and with her lights out. It would be a comfort to say just what one thinks about the whole business. The purr of machine-guns that we heard after the explosion of the last bomb was the starting of the motor which carried our visitor out of range of the guns that were trundled out to attack her. Preparations were being made to receive such a visit, but they had not been completed; had she come a day or two later she would have met a warm reception. The line of march was straight across the town on a line from the General Staff, the Palace where the Queen was staying with the royal children, the military hospital of the Elisabeth filled with wounded, the Bourse, and some other buildings. It looks very much as though the idea had been to drop one of the bombs on the Palace. The Palace itself was missed by a narrow margin, but large pieces of the bomb were picked up on the roof and shown me later in the day by Inglebleek, the King's Secretary. The room at the General Staff where I had been until

half an hour before the explosion was a pretty ruin, and it was just as well for us that we left when we did. It was a fine big room with a glass dome skylight over the big round table where we were sitting. This had come in with a crash and was in powder all over the place. Next time I sit under a glass skylight in Antwerp I shall have a guard outside with an eye out for Zeppelins.

If the idea of this charming performance was to inspire terror, it was a complete failure. The people of the town, far from yielding to fear, are devoting all their energies to anger. They are furious at the idea of killing their King and Queen. There is no telling when the performance will be repeated, but there is a chance that next time the balloon man will get a warmer reception.

In the morning I went around and called at the Foreign Office, which is established in a handsome building that belonged to one of the municipal administrations. The Minister for Foreign Affairs took me into his office and summoned all hands to hear any news I could give them of their families and friends. I also took notes of names and addresses of people in Brussels who were to be told that their own people in Antwerp were safe and well. I had been doing that steadily from the minute we set foot in the hotel the night before, and when I got back here I had my pockets bulging with innocent messages. Now comes the merry task of getting them around.

The Minister showed me a lot of things that he wanted reported to Washington, so I went back to the Consulate-General and got off some more telegrams. The trip was worth while.

Blount and I were for lunching alone but ——— would not hear of it and insisted that we should sit at their table as long as we stayed on in Antwerp and whenever we came back. They were not only glad to see somebody from the outside world but could not get over the sporting side of our trip, and patted us on the back until they made us uncomfortable. Everybody in Antwerp looked upon the trip as a great exploit and exuded admiration. I fully expected to get a Carnegie medal before I got away. And it sounded so funny, coming from a lot of Belgian officers who had for the last few weeks been going through the most harrowing experiences, with their lives in danger every minute and even now with a perfectly good chance of being killed before the war is over. They seem to take that as a



matter of course, but look upon our performance as in some way different and superior. People are funny things.

I stopped at the Palace to sign the King's book and ran into General Yungbluth, who was just starting off with the Queen. She came down the stairs and stopped just long enough to greet me and then went her way; she is a brave little woman and deserves a better fate than she has had. Inglebleek, the King's Secretary, heard I was there signing the book and came out to see me. He said the Queen was anxious I should see what had been done by the bombs of the night before. He wanted me to go right into the houses and see the horrid details. I did not want to do this, but there was no getting out of it under the circumstances.

We drove first to the Place du Poids Publique and went into one of the houses which had been partially wrecked by one of the smaller bombs. Everything in the place had been left as it was until the police magistrate could make his examination and report. We climbed to the first floor and I shall never forget the horrible sight that awaited us. A poor policeman and his wife had been blown to fragments, and the pieces were all over the walls and ceiling. Blood was everywhere. Other details are too terrible even to think of. I could not stand any more than this one room. There were others which Inglebleek wanted to show me, but I could not think of it. And this was only one of a number of houses where peaceful men and women had been so brutally killed while they slept.

And where is the military advantage? If the bombs were dropped near the fortifications it would be easy to understand, but in this instance it is hard to explain upon any ground except the hope of terrifying the population to the point where they will demand that the Government surrender the town and the fortifications. Judging from the temper they were in yesterday at Antwerp they are more likely to demand that the place be held at all costs rather than risk falling under the rule of a conqueror brutal enough to murder innocent people in their beds.

The Prime Minister told me that he had four sons in the army—all the children he has—and that he was prepared to give every one of them and his own life and fortune into the bargain, but that he was *not* prepared—and here he banged his fist down on the table

and his eyes flashed—to admit for a minute the possibility of yielding to Germany. Everybody else is in the same state of mind. It is not hysterical. The war has been going on long enough and they have had so many hard blows that the glamor and fictitious attractiveness of the thing has gone and they have settled down in deadly earnest to fight to the bitter end. There may not be one stone left upon another in Belgium when the Germans get through, but if these people keep up to their present level they will come through—what there is left of them—free.

Later in the afternoon I went to the Foreign Office and let them read me the records of the commission that is investigating the alleged German atrocities. They are working in a calm and sane way and seem to be making the most earnest attempt to get at the true facts, no matter whether they prove or disprove the charges that have been made. It is wonderful to see the judicial way they can sit down in the midst of war and carnage and try to make a fair inquiry on a matter of this sort. If one one thousandth part of the charges are proven to be true . . .

The rest of the afternoon was spent seeing people who came in for news of Brussels and who had messages to send home. I had had to tell the hotel people that I would be there from four to seven to see people and that the rest of the time I must have free for my own work. They came in swarms, all the diplomats, the Cabinet Ministers, and the Ministers of State, army officers, and other officials—a perfect mob. I had a package of cards on which I noted names and addresses and the messages which were to be delivered. These messages have been sent out to-day after being submitted to the military authorities, some of them in writing and some by word of mouth, and if they have afforded one tenth the comfort that I hope, the sum total of misery in this town has been reduced a good deal this day.

Colonel Fairholme left for the front with the King early in the morning and was with him during the battle at Malines. He thought we were going back during the day, as I had told him the evening before. About noon he called up from the telephone and told Sir Francis that under no circumstances was I to be allowed to start, as the town was being bombarded with heavy siege pieces and all traffic was absolutely stopped; that we could not only not get by but that any part of the trip

by the regular road was extremely dangerous. I was just as glad that we had decided to stay over. The Colonel stayed out all that night and had not returned to Antwerp when we left yesterday. During the morning he called up again and asked about us, again advising against our starting. Pretty decent of a man who had as much to think of as he had to be worrying about us enough to telephone us as to the dangers of the road.

To make sure of offering no unnecessary chances for Mr. Zeppelin, the authorities had ordered all the lights on the streets put out at eight o'clock. It was dark as midnight and there was no use in thinking of venturing out into the town. The Cathedral clock was stopped and the carillon turned off for the first time in Heaven only knows how many years. It was a city of the dead. Guns were posted in the streets ready for instant use in case the airship should put in another appearance. As a result of this and the searchlights that played upon the sky all night, our friend the enemy did not appear. Some people know when they have had enough.

Yesterday morning I looked out of my window at the Cathedral clock and saw that it was twenty-five minutes to ten. I tumbled through my tub and rushed downstairs to get through my morning's work, only to find that it was half past six. I had forgotten that the Cathedral clock had been stopped.

It was just as well that I was up early, however, for there was plenty to be done. I found a lot of telegrams waiting for me at the Consulate and had to get off another string of them. Then an orderly held me up on the street to tell me that the King's Secretary was hunting for me all over the place and that I was wanted at the Palace. When I got there he had started off on another hunt for me. He finally got me at the hotel and kept me for half an hour.

By the time that I got through with him there was word that the Minister for Foreign Affairs wanted to see me, so I made a bee-line over there; then there was another call to the Consulate to answer some more telegrams. After attending to various matters at the Palace, the Ministry for Foreign Affairs, the Consulate-General, and seeing a few more people at the hotel, the morning was gone and it was time for lunch and a quick get-away.

All hands came out and bade us farewell. You would have thought we were on our way

to Heaven except for the fact that they urged us to come back.

As we could hear the cannonading we decided that we would avoid the Malines road and would try to skirt round the zone of trouble and work our way into Brussels from the west. We got ferried across the Scheldt on a terrible tub of a steamer that looked as though she would go down under the weight of the military automobiles that she had to get across so that they could get ammunition to the front. We all got away in a bunch from the other side, but we drew ahead of them, as we had not such a heavy load, and within three quarters of an hour we were outside the Belgian lines. Van der Elst had secured for us a most imposing *laisser-passer*, which took us through with practically no trouble except that it was so imposing that we were held at each barricade while all the men on duty took turns reading it. The only ticklish part of the trip to the Belgian outposts was working our way through the villages which had been mined in anticipation of a German invasion. It is bad enough working one's way through them in a motor with everybody helping you to keep out of harm's way, but it must be a trifle worse to do it in a mass with a man on a hill a little way off waiting for you to come up to the signal post so that he can touch a button and send you in small pieces into the next world.

We struck out through St. Nicholas, Hamme, Termonde, and Assche, and got into Brussels from the west without mishap. We have got quite used to having people poke bayonets in our faces and brandish revolvers at us, so the latter part of the trip with only that to contend with seemed quiet and almost boring.

On the road in from Assche, we passed near Epeghem and Vilvorde, where the fighting had been going on for a couple of days. After news had been received in Antwerp of the defeat of the French and English at Mons and Charleroi, the Belgians had been ordered to fall back on Antwerp and had left these little villages to be occupied by the Germans. As they occupied them they had set them afire and the flames were raging as we came by. They were quaint little towns and had excited our admiration two days before when we had gone through—despite the fact that we had other things on our minds besides admiring the beauties of architecture. Now they are gone.

The Germans gave us no trouble, and we got back to the Legation by a little before five.



All hands poured out to meet us and greeted us as prodigal sons. When we had not come back the day before they had about made up their minds that something dreadful had happened to us, and the rejoicing over our return was consequently much greater than if we had not whetted their imaginations just a little.

I found that the situation in Brussels had undergone big changes while I was away. General von Jarotzky had been replaced by General von Lütwitz, who is an administrator and has been sent to put things in running order again. There was no inkling of this change when I left and I was a good deal surprised. Guns have been placed at various strategic points commanding the town, and the Germans are ready for anything.

Some of the subordinate officers have since told us that Von Jarotzky was a fighting general and had no business staying in a post requiring administrative ability. The new man is cut out particularly for this sort of work and is going to start a regular German administration. Functionaries are being brought from Berlin to take things over, and in a short time we shall to all intents and purposes be living in a German city. The first trains ran to-day in a halting fashion to Liège and the German frontier. Perhaps we shall have a newspaper.

Davis\* got back yesterday from his trip to the front, and we learned that he had been through a perfectly good experience that will look well when he comes to writing it up, but one that gave him little satisfaction while it

was in process. He started off to follow the German army in the hope of locating the English. After leaving Hal, some bright young German officer decided that he was a suspicious looking character and ought to be shot as an English spy. As a preliminary they arrested him and locked him up. Then the war was called off while the jury sat on his case. One of the officers thought it would be a superfluous effort to go through the forms of trying him, but that they should shoot him without further to-do. They began considering his case at eleven in the morning and kept it up until midnight. He was given pretty clearly to understand that his chances were slim and that the usual fate of spies awaited him. He argued at length, and apparently his arguments had some effect, for at three o'clock in the morning he was routed out and told to hit the road toward Brussels. He was ordered to keep religiously to the main road all the way back on pain of being shot on sight, and to report at headquarters here immediately on his arrival. By this time he was perfectly willing to do exactly what was demanded by those in authority and made a bee-line back here on foot. He turned up at the Legation yesterday morning footsore and weary and looking like a tramp, and told his story to an admiring audience. I was still away on my little jaunt and did not get it at first hand. The Minister took him down to call on the General and got them to understand that R. H. D. was not an English spy but on the contrary probably the greatest writer that ever lived, not

\*EDITORS' NOTE.—The late Richard Harding Davis, in his book, "*With the Allies*," makes the following interesting comments upon Mr. Gibson:

"Hugh Gibson, secretary of the American Legation, was the first person in an official position to visit Antwerp after the Belgian Government moved to that city, and, even with his passes and flag flying from his automobile, he reached Antwerp and returned to Brussels only after many delays and adventures. Not knowing the Belgians were advancing from the north, Gibson and his American flag were several times under fire, and on the days he chose for his excursion his route led him past burning towns and dead and wounded and between the lines of both forces actively engaged."

"Gibson is one of the few men who, after years in the diplomatic service, refuses to take himself seriously. He is always smiling, cheerful, always amusing, but when the dignity of his official position is threatened he can be serious enough. When he was chargé d'affaires in Havana a young Cuban journalist assaulted him. That journalist is still in jail. In Brussels a German officer tried to blue-pencil a cable Gibson was sending to the State Department. Those who witnessed the incident say it was like a buzz-saw cutting soft pine."

"Gibson saw more of actual warfare than did any or all of our twenty-eight military men in Paris. It was his duty to pass frequently through the firing lines on his way to Antwerp and London. He was constantly under fire. Three times his automobile was hit by bullets. These trips were so hazardous that Whitlock urged that he should not take them.



#### THE DISTRICT BETWEEN BRUSSELS AND ANTWERP

In which Mr. Gibson made the trip through the hostile lines during the German invasion of Belgium in August, 1914

excepting Shakespeare or Milton. The General said he had read some of his short stories and that he would not have him shot. Just the same he was not keen about having him follow the operations. He is now ordered to remain in this immediate neighborhood until further orders. To-day he had several interviews with the General in an attempt to get permission to leave the country, but had no luck. The last we saw of Davis, he came in late this afternoon to tell us that he did not know what to do next. He said that he had been through six wars but that he had never been so scared as he was at that time. If he is

allowed to get out of Belgium I think that he will not darken the door of General von Lüttwitz for some time to come.

I was surprised to learn that Hans von Harwarth, who used to be military attaché in Washington and whom I knew very well, is here as Adjutant to our new Governor. I have not yet had time to get over to see him but shall try to do so to-morrow. I am glad to have somebody like that here to do business with. He is a real white man and I anticipate a much better time with him than with any other officer they could send here in that capacity.



# THE VOSGES SECTOR

The Eastern End of the Battle Front in France, Where the French Made Their Offensive into German Territory in the First Weeks of the War and Where They Have Held the Line Without Yielding for Three Years

[The following maps and photographs complete the series covering the western front, begun in the *WORLD'S WORK* for September.]





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#### I. OUR SOLDIERS IN PARIS

Marching to the railroad station on July 5th to leave for the training camp where they have been receiving their final instruction in trench fighting

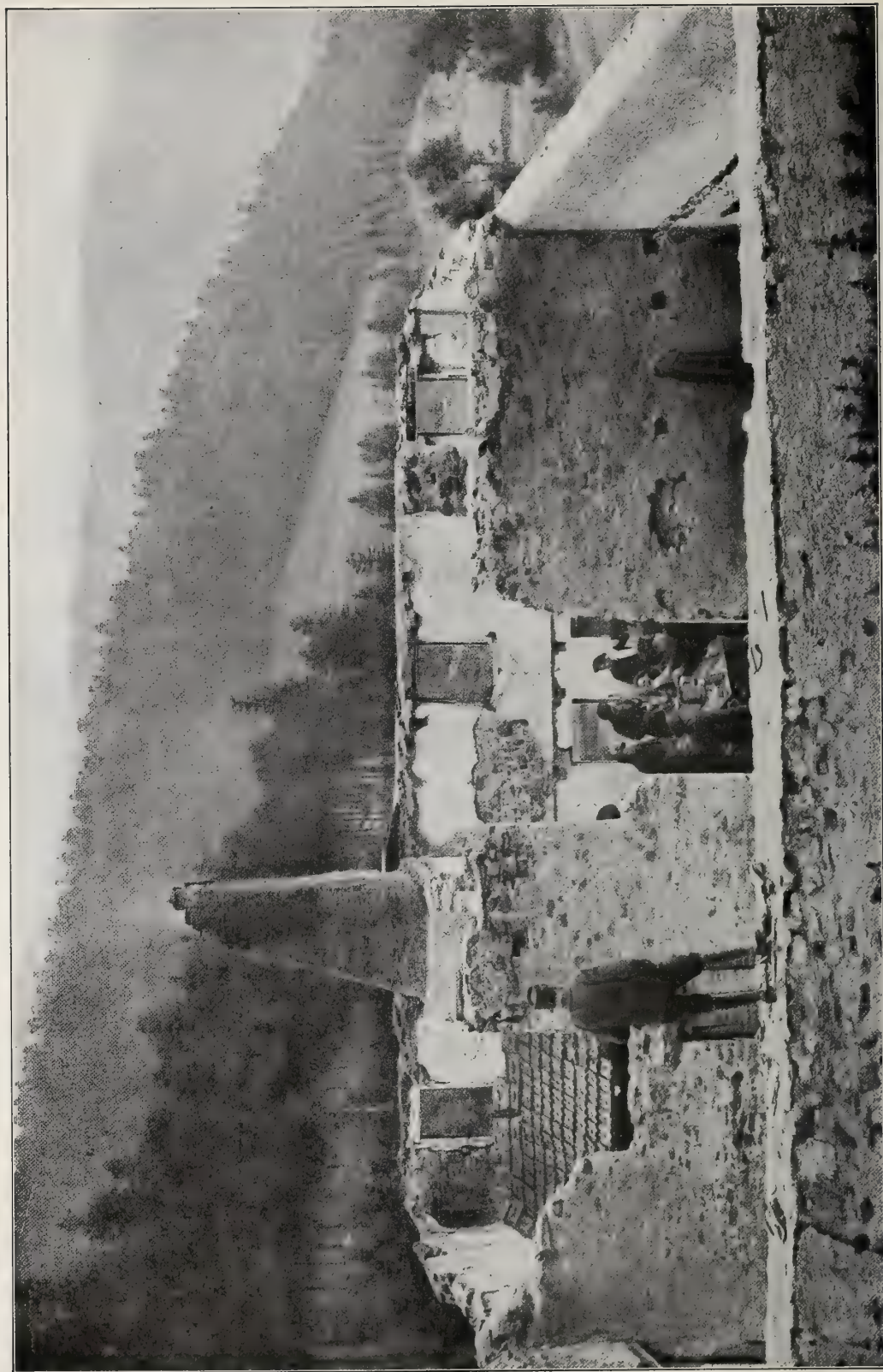


© Paul Thompson

#### II. OUR SOLDIERS IN PARIS

Parading in the court of the Invalides, where the remains of Napoleon lie. These men are regulars and among the first of our troops to reach France





Photograph by courtesy of *L'Illustration*

# IN THE RUGGED VOSGES MOUNTAINS

Trench warfare prevails here as well as on the flats of Flanders and in the rolling hills of North France, but it is complicated by steeper slopes and greater heights and by the dense forests that cover the ridges



Photograph by courtesy of *L'Illustration*

GERBÉVILLER, AS SEEN FROM AN AIRPLANE

Near the frontier of Alsace and Lorraine, which it is the dearest hope of the French to regain after their long exile as German crown provinces since the War of 1870





Photograph by courtesy of *L'Illustration*

#### BOMBARDING A VALLEY IN THE VOSGES

These heights, which in earlier wars were a great obstacle to artillery fire, have lost much of their value as hiding places for batteries since airplanes made all landscapes level for aerial observers



Photograph by courtesy of *L'Illustration*

#### HARTMANNSWEILERKOPF

Here the French distinguished themselves in the summer campaign of 1915, when they took this difficult position from the Germans





Photograph by courtesy of *L'Illustration*

#### THE VOSGES MOUNTAINS IN WINTER

In this sector the troops experience the lowest temperatures of any part of the western front, though the climate is more healthful than the climate of Flanders

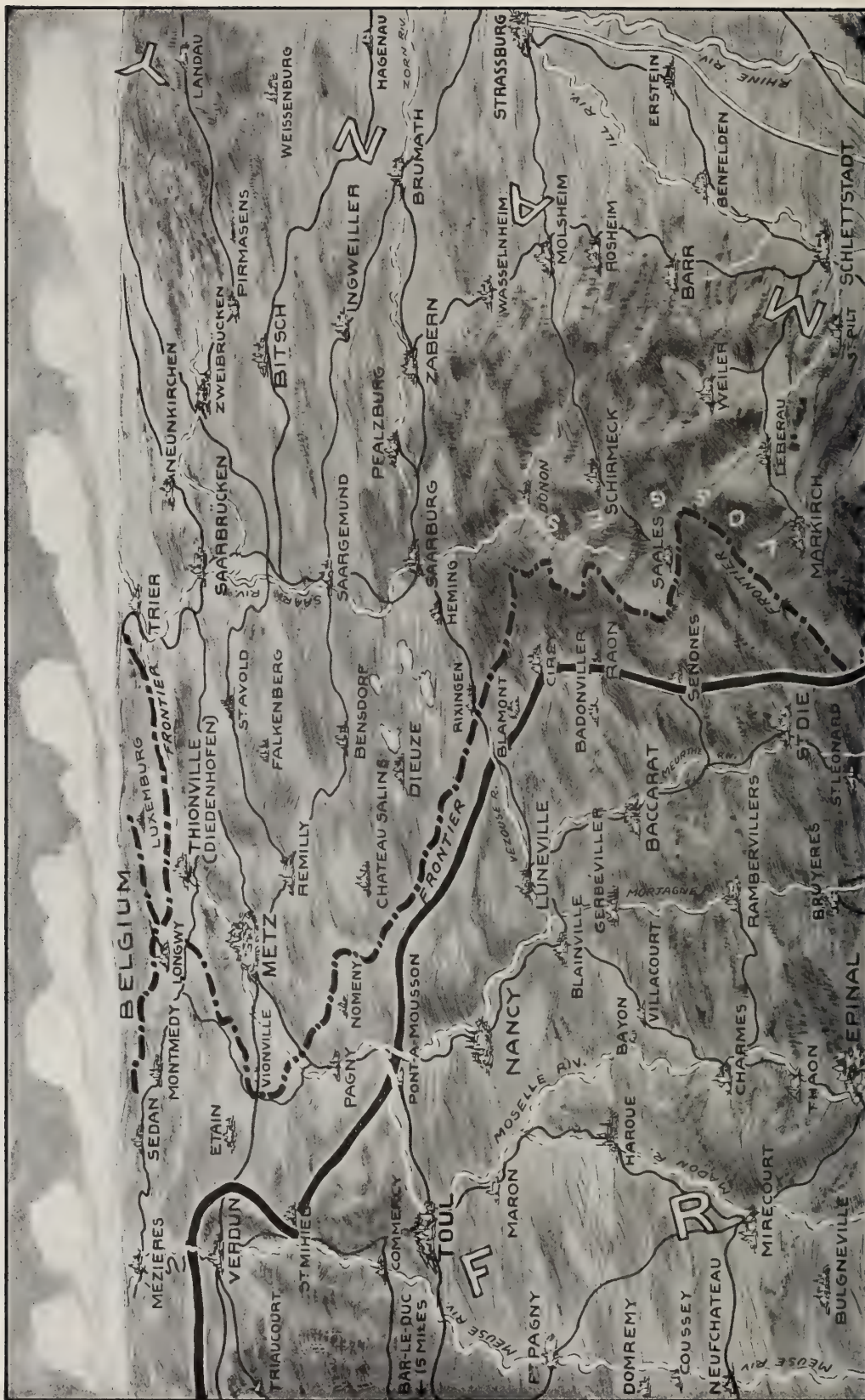


Photograph by courtesy of *L'Illustration*

#### WHERE FRENCH TROOPS HOLD "GERMAN" SOIL

A village in the southern part of Alsace, where the French have regained a narrow strip of their own territory that had been in German hands since 1870—from Markirch to the northern boundary of Switzerland









THE VOSGES SECTOR IN RELIEF

Sentimentally, to the French the most important part of the western front, guarding, with its series of fortified camps, Verdun, Toul, Epinal, and Belfort, the body of France from a direct German blow. Joan of Arc was born in this region (at Domremy) and it is the frontier of the "Lost Provinces" which France insists must be restored to her as one of the unescapable terms of peace. The heavy black line indicates the battle-line in September, 1917





I. OUR SOLDIERS STUDYING THE TRENCH GRENADE IN FRANCE  
Receiving instruction from French officers in the art of throwing it by hand

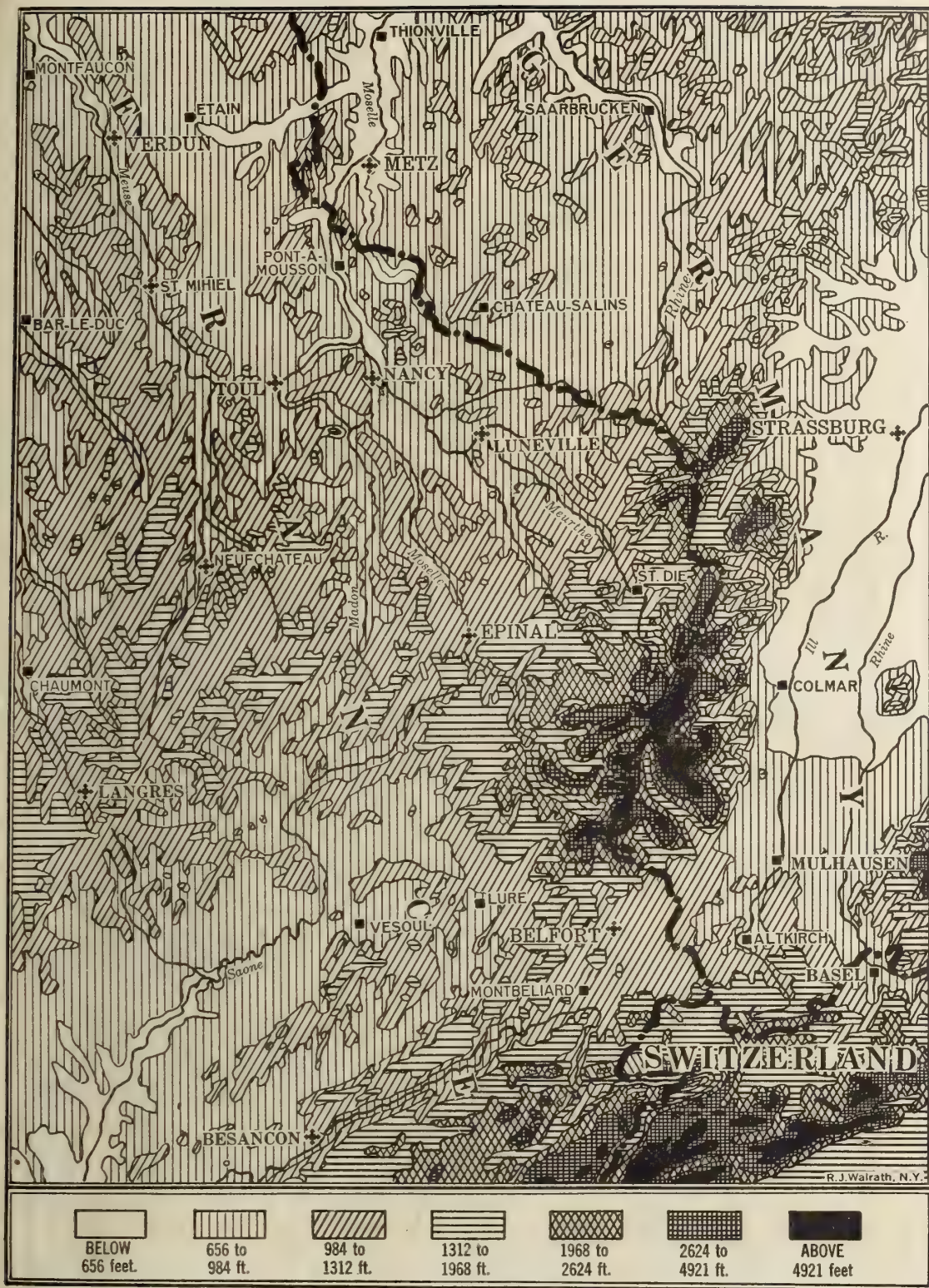


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## II. OUR SOLDIERS STUDYING THE TRENCH GRENADE IN FRANCE

French officers exhibiting a grenade gun in action for the instruction of our regulars. The American troops sent to France have received their final training from officers of the Chasseurs Alpins, who are the soldiers that have held the French line in the Vosges since the beginning of the war

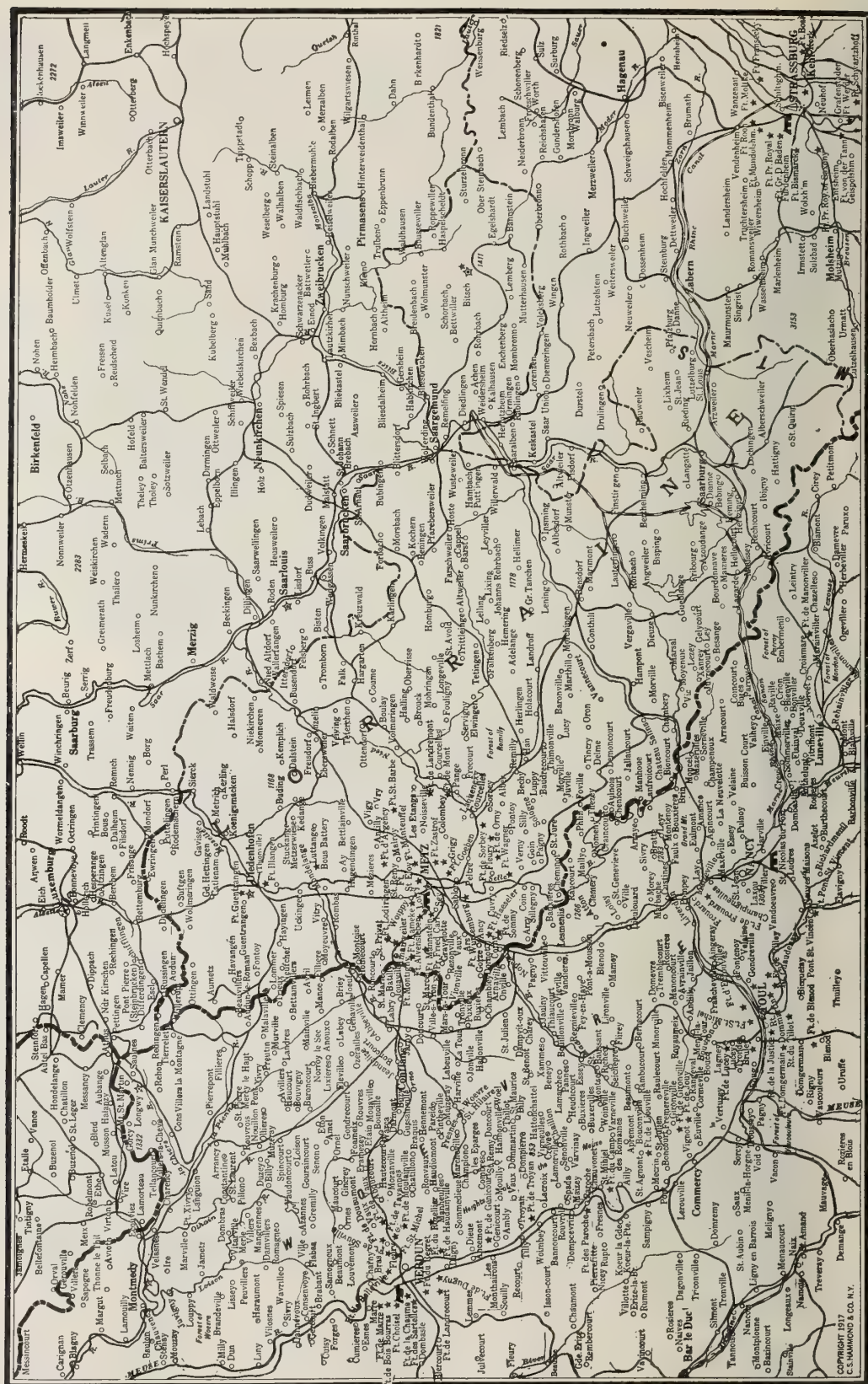


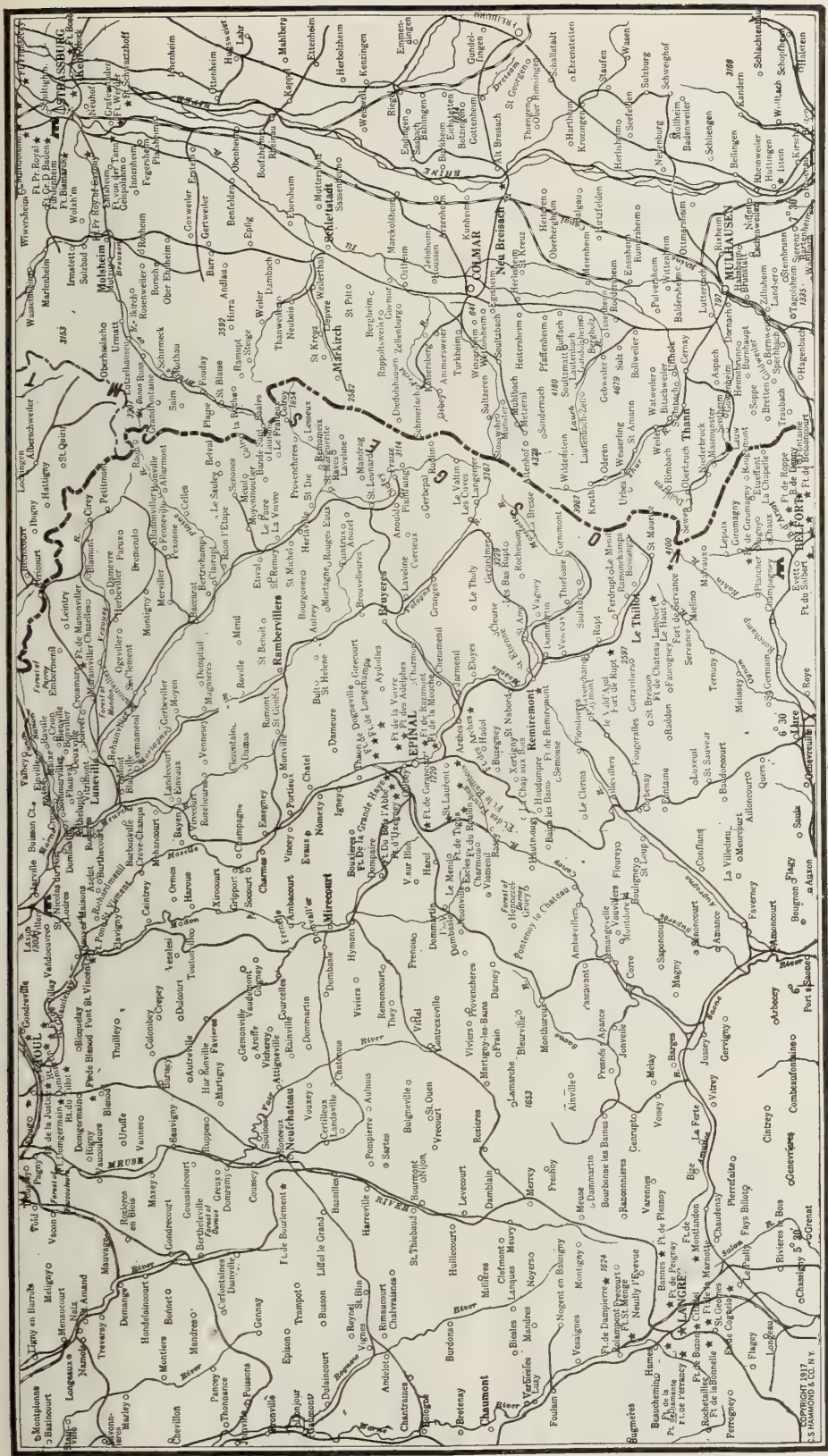


CONTOUR MAP OF THE VOSGES SECTOR

Because of the general ruggedness of the country as it approaches the foothills of the Alps in Switzerland, its defense presents less difficulties and involves fewer men and artillery than perhaps any other sector of the western front







### THE VOSGES SECTOR IN DETAIL

The easternmost end of the Western front, which was the scene of some of the most severe fighting in the first months of the war, now held by relatively few men on either side but still a vital link in the chain of the Allied defense



# FEEDING BELGIUM VIA CANALS

How an Organization of Young Men From the United States, Created by the Relief Commission, Worked Out the Traffic Arrangements on Water That Put American Wheat into Belgian Towns When It Was Needed

BY

VERNON KELLOGG

(Of the Belgian Relief Commission)

WHEN the New York and London offices of the Commission had purchased the supplies and seen to their transportation overseas, and the Rotterdam office had received and transshipped them into canal boats or railway cars, and started them on their way to Belgium and North France, they were thereafter in charge of that part of the Commission organization which was within the German-occupied territory. Everything that was later done by the Commission with the food and clothing was done by that part of it working in Belgium, and it was done under formal and informal agreements and arrangements with the German authorities in control of Belgium. The more formal of these agreements have already been explained.

But also all that was done inside of Belgium was done in agreement and close coöperation with the extensive and highly developed volunteer Belgian relief organization, composed at bottom of the (approximately) three thousand communal committees, then, above them, the regional committees representing groups of communes, then, still over these, the provincial committees, one for each province in the country, and finally, at top, the Belgian national committee.

To define, as well as might be defined in words, the special functions and position of each of the two parts of the combined relief organization, and the general relations to be maintained between them, various formulations of agreement have been drafted from time to time. The first written-out general scheme of organization bears date of December, 1914. Before that, of course, had come the all-important meeting in London, in October, 1914, between Mr. Hoover and M. Francqui, the organizing and directing heads of the two groups, at which a general agreement as to fundamentals was reached.

The last general agreement was written out in December, 1916, and was drawn up in the light of all the experience of two years of work. It was intended to do away with any possible future misunderstandings concerning any phase of the relations of the two groups, and was drafted and signed as a formal agreement between the directing heads.

In any complete history of the Commission's work these agreements with our Belgian co-workers must be fully given. No space for that is possible here. But certain essential points of the arrangements must be given in order that the important and delicate position of the Americans working in Belgium can be in some measure understood.

I quote from the "general scheme" of December, 1914, which was drafted chiefly to point out the position of the Commission's provincial representatives:

As the *Comité National* will control its work through ten sub-committees, or *Comités Provinciaux*, each covering a province of Belgium [one province, Brabant, is subdivided for purposes of food administration into two, one being Greater Brussels, and the other all of Brabant province outside of Brussels] and each having its own president and working organization, the Commission for Relief in Belgium proposes to station an authorized delegate (with one or more assistants) in each province, at the point where the principal office of the *Comité Provincial*, with its president, is located. The *Comité National* will also station a delegate or two delegates, as the case may require, at the same office, who will represent the central organization at Brussels.

The head delegate of the C. R. B., the delegate of the C. N., and the president of the C. P. will form the three principals for the affairs of the relief work in the province.

But as it has been clearly stipulated that the grain or other merchandise introduced into Belgium by the C. R. B. is under the responsibility of their Excellencies the Ministers of the United States and of Spain, who are the protectors of the Commission, it

is essential that the merchandise remain the property of the C. R. B. until the same is distributed to the communes. . . . Therefore, in spite of the fact that the merchandise may be entrusted for handling to the Provincial Committee . . . the delegate of the C. R. B. is still responsible for its safety until it is delivered to the communes.

The various provincial delegates of the Commission were responsible for the protection of the supplies from possible German seizure, for seeing that all plans proposed by the Provincial Committee in no way contravened the general principles and plans of the Commission regarding fair distribution; they viséed all directions of the Provincial Committee as to milling, storage, distribution, etc.; they checked up all shipments coming into their provinces to see that they corresponded as to weight, quantity, and character with the advices from Rotterdam; kept the Brussels office informed constantly and in utmost detail of all receipts, movements and distribution of supplies in each province; they took regular monthly inventories of all stocks on hand, made representation of all general and special needs of each region and people, saw to an efficient inspection and control of the use and abuse of the food, even to the degree, if necessary, of using their power of absolute prohibition of movement of the food stocks under their control to correct abuses.

As a matter of fact, the Commission province delegate acted as no tyrant; he coöperated, rather, in all ways with the well-organized, devoted, and hard working provincial, regional, and communal Belgian committees, struggled for them and for the people generally with the German authorities, and came to be the loyal and energetic protector and helper of all in his province.

#### MEN OF A MILLION DUTIES

These are the bald and meagre statements of the responsibility, duties and activities of the American *delegués* in Belgium. But no statement could ever be drafted that would set out in full what really were their responsibilities and duties, what their work and behavior were to be, what delicacies of situation were to be met, what discretion was to be exercised, what kind of extraordinary experience altogether they were to meet and meet acceptably for the sake of the maintenance of the lives of Belgian men, women, and children, and the honor of American humanitarian achievement.

Let us turn our attention to some details of the work, to some of its difficulties, and some of its successes and satisfactions. But, first, just a few things concerning the personnel of the Commission.

Who were these young—and few older—Americans? How were they selected? What did their personality mean to the Belgians, and what did Belgium mean to them? The answers to these questions should some day be told by a man of vision, dramatic instinct, sense of humor and well-trained hand—another Richard Harding Davis. They could be so answered by this man as to make a story to be read with fascination. But here there can be no question of a story. We must be matter-of-fact and concise.

The total roll of these men, successive resident directors, assistant directors, head delegates, assistants and all, makes a list of hardly one hundred and fifty. Other men of the Commission were as busy, did as faithful and as important work in the Rotterdam, London, and New York offices, but it was the men privileged to work inside of Belgium and North France who had the personal experiences they can tell to their wondering children in future years; who lived something that already seems almost unreal, almost impossible.

#### WHO THE DELEGUÉS WERE

The few older men of the Commission, from among whom most of the directors and executive officers of the New York, London, Brussels, and Rotterdam offices were drawn, although some took their places among the younger men as province delegates, were successful engineers—Mr. Hoover drew his volunteers first of all from his engineer friends—half a dozen college professors, a lawyer of large practice, two clergymen of practical turn of mind, a well-known explorer and sportsman, a dietetic expert, an architect of high repute, a magazine editor, a famous forester, a stock broker, a consul, an expert in children's diseases—altogether a wholesome variety!

But the majority of the men, especially those who worked in Belgium and North France, were young men, representatives of an American type. They came from forty-five different American colleges and universities; more from Princeton than any other one. Twenty of them had been selected by their colleges and their states to be Rhodes Scholars in Oxford University. These twenty had



## The World's Work

been thus already selected on a basis of youthful scholarship, energy, general capacity, and good-fellowship. They had not, however, been selected on a basis of experience in business or—least of all—relief work. And the rest of the one hundred and fifty were selected by us on about the same general grounds, adding the more special one of a usable, or buddingly usable, knowledge of the French language. Several could read German, a few speak it. That was also useful. But the Commission asked primarily for intelligence, character, youthful vigor, and enthusiasm, rather than specific attainments or experience.

### CURTIS AND THE GERMANS

Two things most of these men had that I have not mentioned. But they were two important things, namely, idealism and a sense of humor; a supporting idealism, and a saving sense of humor. Curtis, the first of our Brussels-Holland couriers, had to have these qualities to stand his seventeen arrests by German sentries, and Warren his three days in a military prison at Antwerp, and yet keep unconcernedly on with their work. Curtis's sense of humor was fortunately well matched by a German's—a single German's—when the young American, a little annoyed by an unusual number of stoppings on the road one day, handed his pass to the tenth man who demanded it, with a swift, highly uncomplimentary personal allusion to his tormentor, in pure Americanese. The sentry handed it back with a dry, "Much obliged, the same to you." He was probably a formerly-of-Chicago reservist who knew the argot.

Later, to save much fumbling in pockets, many of our men carried their passes spread out in leather frames with transparent celluloid covers, suspended by a strap around the neck. For this they earned the name of "*Les Aveugles*" among the Belgians.

In the early days of the work, when matters went with some irregularity and the German petty rigidities made more irritation than they did when we had become more hardened to them, the American delegate at Liège is said to have written his confrère at Namur as follows:

DEAR DELEGATE:

I started three canal-boats last week for Namur. I thought it safer to send three in order that one should finally reach you. The "*Attends Je Viens*" has already been stopped—the towing horse had no pass-

port. I hear that the "*Marchons Toujours*" is also not likely to get through, as the skipper's wife has given birth to a baby *en voyage* whose photo is, naturally, not on the passport. Betting is strong, however, on the "*Laisse-Moi-Tranquille*." Be sure to take up the bottom planks when she arrives, as I understand Rotterdam thinks she may be carrying contraband.

But not all the humor came from the Americans—though perhaps all the conscious jesting did. How is this contribution from the German side? The military commander of the village of Marchiennes sent this telegram to a superior:

(Translation)

August 28, 1915.

Flora Roch, age 20, of Boevry, hair fair, eyes blue, nose and mouth ordinary, has till now supplied Marchiennes district with yeast, indispensable for baking but not obtainable in district; the Etappen-Kommandatur requests permission for Flora Roch to continue supplying this Etappen district with yeast from Tournai in Belgium.

(s) ET. DKTR. MARCHIENNES.

On the back of the telegram was this endorsement by the superior officer:

(Translation)

According to determined rules of June 9, 1915 between A O K 6 and the Gen. Government—Section 1b 4317—the request of the Etappen-Inspection Marchiennes seems legitimate.

But mostly the humor was only the flash of bright moments in days that had much darkness in them. The stern necessities of the work and the distressing scenes of the soup-lines and cantines filled most of the hours, and gave most of the color to the days and weeks and months that seemed always to be leading, but never quite coming up to, the peace and end of it all that we persisted in seeing just ahead. If it had not been for this confidence in the near coming of peace, shared by Americans and Belgians alike, a confidence curiously persistent despite the constant passing of the successive dates set by us for the peace-coming, I doubt that we could have carried on. The difficulties of a permanent maintenance of the relief seemed every now and then quite too serious to be overcome—but we could always make shift to go along for a few weeks or months longer, that is, until peace came.

### THE HOME-COMING OF THE DELEGUÉS

The spirits of the American group could always rebound from the effect of each disap-

pointment. One thing that helped was the activity and movement demanded of the delegates by the nature of their work. Only the few of us who were kept close to the central office in Brussels felt the depression of physical inaction. Our relief came from the constant coming in from the provinces of the busy and excited delegates with reports of new troubles or new successes.

Sometimes one or more of the men would not be allowed by the German military authorities to come in to Brussels for some time; the delegate stationed at St. Quentin was once held for seven weeks, during a time of active military operations along the front of his district. The men, especially those from North France, often had exciting tales to tell of their proximity to shell fire or bursting bombs from raiding French and English fliers which, instead of discouraging other young men from any desire to work in North France—as they might have discouraged older ones—only increased the list of candidates for the North France positions!

As for details of the work itself, they crowd forward for recognition. How begin? How choose among the many phases of the work the few that may be touched on? For choose one must. Perhaps the matter of internal transport and distribution comes properly first in order. For the food had certainly first to be carried to all parts of the country before it could be given out to the people.

We already know—I have already said it several times—that when the supplies reached Rotterdam in the overseas ships, they were transhipped into canal-boats and railroad cars and sent on through Holland into Belgium and Northern France. Nothing easier to say, but perhaps nothing harder to do in all the Commission's undertaking. Seven thousand canal-boat and several thousand railroad-car loads of food and clothing—altogether nearly three million tons; an average of almost one hundred thousand tons a month for two and a half years—to be moved distances varying from eighty-five to two hundred and twenty-five miles, through a country disorganized and impotent as regards the desire of its own people to help, and very much over-organized and brutally potent as regards the attitude and control of the invaders, who seemed stupidly antagonistic, even when they pretended to be willing to help. And all these boats and cars with their life-saving loads to be moved on time. Tons

of wheat and beans and bacon are perfectly useless to people just dead of starvation.

#### TEN COMMANDMENTS IN ONE

The Ten Commandments for the American Commission and the Belgian National Committee were all concentrated in one: Feed the People Regularly, no matter the cost in energy, in compromise, in money; no matter the difficulty or the sore discouragement; keep the food coming in; keep it going to the mouths of all. That the Commission managed to obey its Ten Commandments in one, the fact that no commune of all the 5,000 in the Belgian and French occupied territory missed for a single day its ration of bread, from the time the Americans came in until they went out, is the sufficient evidence.

But I want to point out a few details of the difficulties under which the Commission labored, and the methods used by it, in solving a single one of its problems, namely, that of internal transportation, which was the basic problem in all the work after the supplies had once reached Rotterdam.

In doing this I avail myself of certain notes recently prepared by Mr. Prentiss Gray, for nine months assistant director of the Commission in Brussels, and director for that last strenuous month of April of this year after America had declared war, and all but a small group, left to close up accounts and turn over affairs to the Spanish and Dutch neutrals who succeeded us in Belgium, had gone out. Mr. Gray had a large share in the successful maintenance of the transport system during the whole time of his service.

First is to be remembered the complete paralysis of all means of transport in Belgium immediately following the occupation by the German arms. A large number of Belgian canal-boats had been requisitioned by the Germans. Another large number had fled the country before the advancing armies had overrun the whole of it, and all these, until some agreement of future non-requisition had been reached, steadfastly—and wisely—refused to return for fear of seizure. The canals in many places had been broken, locks blown up, and many barges had been sunk in the narrow waterways. Most of the rolling-stock of the Belgian railroads had been run off into France in front of the advancing German armies, and many railroad bridges destroyed. All lines of communication not rendered in-



operative were taken over by the army and restricted to military transport. All freedom of movement of the people was withdrawn; the use of telephones interdicted and most lines cut; the telegraph was limited to army use.

For months after the incoming of the invaders it was impossible to learn the actual conditions of the canal, or to keep in constant touch with the canal-boats in their progress along the few waterways that were usable and were used by the Commission in its first movement of supplies. It was not until the end of December, 1914, two months after the work began, that the Commission had been able to collect the necessary accurate data concerning the conditions of all the canals, and the width, depth, and length of all the locks. Nor was it possible for some time to get a definite understanding of the conditions of movement that the German authorities intended to impose on the canal boats and boatmen engaged by the Commission.

Finally, matters were arranged with some approach to definiteness, and an organization of the canal-boat service of a workable kind was effected.

The canal boats used were Dutch as well as Belgian and were first chartered either for single trips or for various time periods in which several trips would be made. Finally, because of constant difficulties in the matter of chartering, due principally to constant interference by the German authorities, the Commission arranged for the organization of a "ship owning department," which, although essentially a Belgian organization in connection with the Provincial Committee of Antwerp, acted as the agent of the Commission in purchasing, time-chartering, and managing canal boats and tugs. This arrangement, put through only after overcoming much opposition from the German authorities and suffering heart-breaking delays and interference on their part, resulted in giving us a fleet of 500 canal-boats and 35 tugs under our own control.

#### HOW THE WHEAT WAS PASSED ALONG

The work of internal transport followed—when it went according to programme—the following general course.

On the receipt of advices from the Commission's New York or London office that a ship had sailed with a given cargo, the Rotterdam office immediately made out a division list of the cargo in accordance with the needs of the

various Belgian provinces. These needs, constantly compiled in Brussels, were as constantly made known in Rotterdam, and served as basis for the assignments of each cargo.

The canal-boat department of the Rotterdam office would arrange to have sufficient boats ready for the transshipment of the overseas cargo immediately on its arrival. The boat inspectors examined them to see that they complied with all of the regulations of the Holland customs, and to see that there was no means of entering the hold of the canal boat when once it had been sealed after loading. The boat was preparing for a long trip through a country filled with hungry Belgians—and hardly less hungry Germans—and the one insurance that the cargo would arrive intact in the hands of the American delegate at the point of destination was the absolute sealing of the boat. Our men were not allowed to accompany a canal boat, but they could inspect it at almost every point on its journey. In Brussels a large chart indicated the position every day of every moving canal-boat.

On arrival, then, of the overseas ship in Rotterdam, the allotted canal-boats were immediately put alongside and the rapid and often record breaking transshipment of cargo occurred. It was done under the eyes of Dutch Customs officials and Commission inspectors, who watched every phase of the work and verified the weighing of the cargo with great exactitude.

#### GETTING PASSES FROM THE GERMANS

Simultaneously with the loading, the pass formalities were complied with. A photographer made photographs of all members of the crew for the passports. The passes were of different kinds, according to whether the canal-boats were Dutch, and hence not subject to seizure in Belgium by the Germans, or Belgian (except those that had escaped from Belgium before a certain date, and had been excepted from seizure if they returned, and were hence known as "free boats") which were subject to seizure and for return of which to Belgium after going at any time to Holland for a cargo, the Commission was responsible to the German authorities. In the event of the refusal of any such boat to go back into Belgium, the Commission was to pay its full value to the Germans. To insure this payment the Germans compelled us to keep a sum of 100,000 francs (\$20,000) in their hands.

Each canal-boat flew a large flag marked "Commission for Relief in Belgium," and a larger canvas banner bearing the serial number of the shipment.

Thus equipped and ready for their journey, the boats were arranged in strings for towing. This towage was done chiefly by tugs under charter to the Commission. On certain canals, however, only horse or man towage was allowed, and as the Germans were constantly sweeping the country of horses, the pulling of the boats on these canals was done chiefly by men. From Rotterdam, then, the strings of boats would start over their first or main routes; via the Ghent Canal for Ghent, Bruges, Courtrai, Western Hainaut, Lille, and Valenciennes; via the Antwerp Canal for Antwerp, Brussels, Louvain, or for transshipment at these points to rail for Luxemburg and Northern France (except Lille and Valenciennes); or via the Liège Canal for Hasselt, Liège, Namur, and Eastern Hainaut. After the boats passed the Belgian border they came under the immediate control of the Brussels office, which could change their course and destinations if the exigencies of the situation inside the country demanded.

#### WHY SOME GIFTS WERE SOLD

During the early days of the work, gifts of food of extremely various kinds poured into Rotterdam for the Commission from America and Great Britain. This variety of food came to be a source of much trouble. It made it difficult to load the canal boats to best effect, and it was almost impossible to distribute it fairly. A single canal boat departed from Rotterdam one day with forty-eight different kinds of food. It was this difficulty of economical transport and fair distribution that led the Commission to adopt the policy, sometimes criticized by unthinking persons, of selling most of the gifts of food miscellany and luxuries to those in Belgium who could afford to buy them, and using the money for the purchase of the much more necessary staples to be given to the destitute.

The distribution of the canal-boat cargoes in Belgium and North France was determined by the Brussels office on the basis of inventories taken in the first part of each month, showing the stocks on hand and the rate of consumption in each region. The ration was not made uniform over the whole country, but varied according to the special needs of differ-

ent regions. It was felt that the agricultural communities, where green vegetables and potatoes were grown and could be had, should not receive as large a quantity of imported foods as the large cities and industrial regions. The fairness of the distribution, came, indeed, to be a burning question in all the relief work.

Often, when the stocks in the provinces approached low ebb, all the earlier plans of distribution had to be cast aside and the canal boats shunted about the waterways to relieve those sections most in need of immediate help. Hardly a day passed, as a matter of fact, that some readjustment did not have to be made in the distributing situation. In various crises the possibility of issuing a bread supply in certain regions for the following week depended entirely on these swift readjustments.

#### KEEPING TABS ON THE HUNGRY

In order to keep in closest possible touch with the situation in every part of the country a daily sheet was kept at Brussels, showing in detail for each province the stocks on hand, rate of consumption, the date to which the province had sufficient food to last, and the last date when additional supplies should leave Rotterdam in order to arrive on time to make no break in the feeding. This statement for all the principal commodities was sent to Rotterdam weekly for their guidance in making shipments, and was followed by them as closely as possible.

The system was further complicated by a special importing programme of foodstuffs destined exclusively for the popular soup kitchens. As these "*soupes*" furnished the backbone for the system of feeding the destitute it was imperative that they should be supplied first. A careful census of all people utilizing this form of public feeding was tabulated from month to month, and the available supplies divided from Rotterdam according to a percentage table based on these records. These cargoes were specially labeled and billed and had precedence over all other shipments.

The varying conditions in the provinces and the consequent many rearrangements necessary in our "*soupes*" programme are best indicated by the fact that, while in January, 1917, 15 per cent. of the 396,023 people in the City of Antwerp were dependent on the public *soupes*, by April 15th the number had increased to 54 per cent. of the population, which required that three and one half times as much food



must be shipped to Antwerp for this special branch of the work in April as in January.

Just as Belgium's magnificent network of canals was of inestimable value to the Commission in its distribution of food supplies by canal-boat, so the fact that Belgium has more miles of railroad in proportion to its area than any other country was equally helpful.

The Belgian railroads are of two types. The standard-gauge main trunk lines are owned and operated by the Government, and consequently passed over into the hands of the occupying authorities. Connecting practically every small village with the large centres are narrow-gauge steam roads that wander over the face of the level country as if they were following cattle trails. These roads are partly governmentally, partly municipally, and partly privately owned, and their management was but little interfered with by the Germans until the spring of 1917, when they began to dismantle some of these roads, carrying the tracks and ties off to the front to build up the transport service behind the lines.

These narrow-gauge roads did much of the hauling for the Commission of supplies from the provincial or regional warehouses to the points of distribution, and as the main roads became more and more congested by movement of troops and army supplies, the importance of these smaller roads increased. The Dutch Government generously gave the Commission free railroad transport on all the Dutch railroads, and an agreement was reached with the German Government whereby only one half the regular tariff should be paid by us for freight inside of the occupied territory.

Each winter we had feared that the canals and rivers of Belgium might freeze and thus shut off all traffic by waterways. Such a serious freezing had not occurred for fifteen years, but, to be safe, a careful plan was worked out in advance and negotiations carried on with the Dutch and German authorities for the supply of the necessary railroad cars should this event ever come to pass.

In February, 1917, our fears were realized. Every river and canal was blocked with ice, which gradually attained a metre in thickness, and defied all efforts of our ice breakers.

Our plan called for the despatch to Rotterdam from Belgium empty, and the return loaded, of two hundred German cars per day, beginning four days after the freeze-up, and the gradual increase of this number up to three

hundred cars per day. This programme was never fully lived up to because of the movement at this time by the Germans of large supplies for their armies, in anticipation of the summer offensive, but our shipments from Rotterdam reached as high as 3,000 tons per day, and by them we were able to carry on the supplying of the country without serious interruption during all the forty days that navigation was closed.

The difficulties that had to be overcome were tremendous; breaking barges out of the ice in Rotterdam harbor so that they might come alongside the loading wharfs or elevators; keeping canals open in Belgium up to the last minute so that barges en route might get to the nearest unloading ports; checking, unloading and diverting railroad cars as the needs required. All called for the hardest work imaginable, and a complete transformation overnight of the existing system based on shipments by water. All custom of the port of Rotterdam in the manner of loading cars was upset. The Dutch had never heard of loading wheat in bulk in cars, but sacking it was a slow process, and could not be tolerated. Therefore the cars were first made tight, which was a serious job, because the rolling-stock was in a badly run down condition. It kept men working day and night. Some of the gear of the elevators had to be rearranged so that the grain would run down the spouts into the cars at low tide. Basket cranes had to be rigged, and thirteen loading stations in the port of Rotterdam created.

To meet the changed conditions and permit the discharge of cars, the unloading gear of all the mills in Belgium had to be changed, and where this could not be done the wheat was ground in a central mill and the flour sent on to destination. Our transport and handling organization, which had taken more than two years to build up, was disrupted and disorganized in a day. But only for a day, for out of a maritime organization appeared in twenty-four hours a railroad organization, which daily increased its handling capacity up to 3,000 tons per day.

But no sooner was it created than we began to plan to turn it back again into the handling of canal boats and tugs, and when finally the thaw set in after six weeks of ice, and water transport was resumed again, we were prepared to pick up the canal boats where they had been frozen in, and to despatch newly loaded boats from Rotterdam.

# DR. GARFIELD, FUEL ADMINISTRATOR

Lawyer, Business Man, College President, and Man of Action, Who Controls the Coal Supply of the United States for the Period of the War

BY

THOMAS R. SHIPP

IN WASHINGTON, D. C., they call him "The Coal Dictator!" but the Ohioan professor, Harry Augustus Garfield, hates the term, though he performs the task, and when he has occasion to speak of the wartime work he is so earnestly engaged in, he calls himself by the title that President Wilson conferred, "Fuel Administrator."

Congress, by a special act of August 10, 1917, handed over to the President of the United States large, almost plenary, powers over the distribution of food products and fuel. It was patent, from the first, that the President would be forced to delegate these powers to some man with expert knowledge, high executive ability, the courage of his convictions, and of undoubted patriotism. As controller of the Nation's fuel, he chose Dr. Harry A. Garfield, the son of former President Garfield.

With a strange and rather unusual admixture of business attainments, scholastic achievements, and experience as a lawyer, Dr. Garfield had long been known to President Wilson, who, in 1903, called him from a lucrative law practice in Cleveland, O., where, a member of the firm of Garfield, Garfield & Howe, he was treasurer of the Cleveland Humane Society, director and president of the Cleveland Chamber of Commerce. He had been one of the organizers of the Cleveland Trust Company and was one of its directors; he was the first president of the Municipal Association; and of most of the enterprises which he was successful in launching, his firm was the attorney.

Yet when he was summoned by the President of Princeton University to take the Chair of Politics there he did not hesitate.

But even before going to Princeton, Dr. Garfield had shown an interest in the coal industry. He had been instrumental in the opening of a rich coal field in southeastern Ohio and, associated with Mr. Calvary Morris, he organized a syndicate that formed a combination between two small railroads and built thirty

miles of new road to bring to market the output of the Piney Fork Coal mine.

In assuming the duties of Fuel Administrator for the United States, Dr. Garfield evidently recognized at once that there was much more to be accomplished than merely to fix, arbitrarily and equitably, the price at which bituminous and anthracite coal should be sold at the mines. That was a necessary task, but it was by no means the greatest one. He characterized the work that lay before him thus: "The task of the Fuel Administration is to secure the largest possible production of fuel at prices just to the producer and reasonable to the consumer."

It was President Wilson himself who fixed the prices of coal at the mines. Provisional prices they are, subject to reconsideration when the whole method of administering the fuel supplies of the country shall have been satisfactorily organized and put into operation. These prices run as low as \$1.95 a ton, to as high as \$3.25 for bituminous; and from \$4.00 to as high as \$5.30 for anthracite. When these prices were finally announced about the middle of August, President Wilson stated that "they are based upon the actual cost of production and are deemed to be not only fair and just, but liberal as well. Under them the industry should nowhere lack stimulation."

But, in wartime, a month may bring many changes, and Fuel Administrator Garfield has been busy arranging new schedules of prices. He is a hard worker himself and his energy and patriotic fervor have attracted to his side the leading experts of the coal business in the country. Rembrandt Peale, president of many coal companies, of which the chief was Peale, Peacock and Kerr, of Pennsylvania and New York, with its chief mines at St. Benedict, Cambria County, Pennsylvania, resigned the presidency of all his coal companies to take a position on Dr. Garfield's staff. And the same day the Fuel Administrator added to his staff



Mr. John P. White, president of the United Mine Workers of America.

Early it became plain to the Fuel Administrator that it would be a difficult, if not an impossible, task arbitrarily to fix, from the central office in the Nation's capital, prices for all localities. Special knowledge of local conditions had to be sought. So Dr. Garfield evolved the plan of appointing local committees which were asked to investigate and report upon costs. In each state, Fuel Administrators were chosen. Leading citizens of ability and integrity were placed upon the local committees, but in every case the local coal dealers were excluded. This was not meant to discredit the local dealers. As Dr. Garfield said: "The rule was made rather to save the local coal dealers from the kind of embarrassment that inevitably arises when men are called upon to pass judgment upon others in their own line of business, and to pass upon conditions which are intimately concerned with their own livelihood."

With this machinery organized and efficiently working throughout the several states, the Fuel Administrator was able, thus, to get a birds-eye view of the entire field and to follow up the work of President Wilson in fixing the price of coal at the mines, by himself fixing the price of coal at the retail dealers, and for the small manufacturing plants which have relied upon "spot" coal.

#### FROM LAW TO TEACHING

As, in 1908, Dr. Garfield was welcomed to the Presidency of Williams College, succeeding Henry Hopkins, so he has been welcomed to Washington; a distinct and forceful addition to the District's official life. He was one of the dominant figures of his time at Williams—for it was his alma mater of which later he became President.

He seemed to be cut out for a teacher and his early inclination was that way, so when St. Paul's made a request for his services he went there, as to his chosen vocation, and taught Latin and Roman History for a year. But by now the study of law had its appeal for him and he entered the Columbia Law School. Thence he carried his search for legal knowledge to England, to Oxford University and to the London Inns of Law.

Dominant in his character are the traits of

the fighter. When he settled down with his brother, James R. Garfield, in Cleveland, to the study of law, it was inevitable that he should become the leader in that city's fight against corrupt politics. His formation of the Cleveland Municipal Association was simply a step in enlisting the active participation of honest and intelligent men in the government of the city. It was a fight against boss rule, and against the McKisson ring, which dominated municipal politics, Dr. Garfield fought with his customary vigor and strength. A two years' fight of great bitterness it was, but at the end the Garfield faction won out and the city was purged of an evil that had checked Cleveland's growth and crippled its industries.

Another fight which he made and which has had far-reaching results was that in which he strove for a better, more efficient, higher-class consular service. During this fight he was a frequent visitor to Washington and so came in close touch with scores of legislators and statesmen.

It is hard to think of a more difficult situation than Dr. Garfield will have to face this winter. Even as this is written, the United Mine Workers of the Central Competitive Field are in session in Washington and it is no secret that the entire power back of them is to be employed in an effort to secure a higher wage. At the same time, there has been formed an association of the leading coal operators of America, known as the National Association of Coal Operators, whose purpose it is to avoid, so far as possible, any consequence that may ensue from a shortage of coal for domestic uses during the coming winter.

The United Mine Workers have a plea for a higher wage that is not entirely specious. The coal operators, professing a patriotic desire to do all that they may to aid Dr. Garfield in his governmental activities, still maintain that they can mine all the coal the country needs, but that they are powerless to get it to market. So, in assuming the duties of the Fuel Administrator it will be seen that Dr. Garfield has many other things to fight about than simply the mining of coal. His task calls for expert knowledge of mining; for expert knowledge of the various kinds of coal to be used in the various industries; for expert knowledge of diplomacy and the handling of men whose vital interests are involved in the present war.

# THE AMERICANS ABROAD CLUB

Letters from Americans in All Parts of the World, Describing Their Life and Adventures  
in Strange Lands and Among Other Peoples

THE Nation is now fast emerging from its insular position in the world's affairs, and is taking a large place and responsibility as a great Power. As the readers of the *WORLD'S WORK* know, this great expansion should find its reflection in this magazine. The very name of the *WORLD'S WORK* certainly indicates a field beyond the activities of our own country.

A vast number of Americans are going abroad, as soldiers, as sailors, as engineers and doctors, as well as commercial men, and they are spreading throughout the entire globe. Many of these Americans are among the most adventurous and interesting people one can imagine, and the *WORLD'S WORK* is fortunate in receiving letters from them, telling very often the reasons that led them to go to foreign countries and what they did when they got there.

Under the head of the *AMERICANS ABROAD CLUB* we hope from time to time to print letters and stories from these people who claim some part of the United States as their home. The *WORLD'S WORK* offers awards for the best of these letters. They come from every country—Siam, China, South America, India, Switzerland, Belgium, Japan, the South Sea Islands, the Caribbean Islands, Cuba—and we value them all.

Here, for instance, is a letter from a subscriber in Apia, Samoa—Mr. H. J. Moors, who sailed for the South Seas many years ago. He says:

At the age of twenty-one and fired with that adventurous spirit and romantic turn of mind instilled by reading "Typee," "Omoo," and similar productions, and anxious to meet a new "Fayaway" and recline in dreamy content under the shade of the traditional banana tree, with just a little trading to relieve the monotony of an easy life, I took passage on a little 84-ton schooner for Apia some 42 years ago, bringing with me on her deck a good sized whale-boat to aid me in my ventures.

I had received more or less advice from an old resident of the islands who had himself chartered the vessel we sailed in, and who owned her assorted cargo of provisions, calicoes, prints, and knicknacks, which latter included an assortment of fishhooks, spears, jews'-harps, and the like.

We had a long passage of forty-two days without

sighting a thing. During the voyage my adviser suggested that I buy from him all his potatoes and onions as a speculation, saying that if he sold them to the residents on arrival some of them would not pay up for months, while if he sold to me, and I, a stranger, resold to them, I would get immediate settlements.

This statement was correct. I took the produce and did well out of it.

Within a week's time I set off with a crew of two men and a half-caste interpreter for the Island of Savaii, some 30 miles distant, to look up a good situation for a trading station. My interpreter's wife was a sister to Malieatsa, the reigning King of Samoa, and this lady accompanied us, and so on arrival on Savaii feast followed feast wherever we went, and, of course we had to make some small returns as we proceeded. At every stopping point the natives were anxious that I should locate and trade with them, but the whites already settled on this island were just as anxious that I should move on and not interfere. Some of these gentry were rather truculent, and one known as "Spanish Mike" let me understand that he was rather handy with his knife, which he assured me he could throw quite a distance with remarkable accuracy.

Even at twenty-one I was none too amiable if I felt my rights were being trespassed upon, and so I finally fixed upon a location which seemed to please me very well. And now a serious negotiation commenced for the hire of two native houses—one to be used as a store and the other as a copra shed.

Before deciding on the terms they would demand, the natives held several rather acrimonious meetings, and finally I was summoned to attend.

The chief who presided was moderated and corrected occasionally by the native pastor. He stated that while they wanted me to stay and trade with them, they also wanted a fair rental for their property, which I had asked them to alter a good deal to suit my purposes, and on this account they thought I ought to be fairly liberal with them, so his highness apologized for the lofty terms they were about to propose; but the parson interposed that if I differed from their views, I was to correct them in a kindly way. This sort of palaver went on for some time until I bluntly asked them to proceed and state the weighty business. No one seemed willing to get down to figures. Deathly silence ensued for a time; none wanted to state the bad news, until one old chap, after repeated urgings on my part, finally blurted out, as if deeply shamed, that they thought I should pay a dollar a month for the two houses.



My prompt acceptance restored confidence and good will, and these people now set up another proposition, namely: I came there with two boatmen who were to be my servants—I had no land—had nothing that grew. How would I like it if they were to provide my two boatmen and myself with the best native cooked food which they would have in abundance? Yes, that would be a good idea—what would be the charge? Another short discussion and a pause, and some one ventured to say in a hesitating way, "Another dollar a month," but that if I differed, they would amend the price to suit my views.

I stayed with these good people about six months and they treated us splendidly and were extremely honest, and the food they supplied was ample and satisfying to my boys and made up the chief part of my own diet.

I had little difficulty in acquiring the native language, which I spoke fairly well within three months' time. I traded for copra, paying cash or goods for it as the vendor pleased to have, and whenever I accumulated a boatload of this I took it to Apia and sold it and replenished my stock of trade.

My financial rating in those days would have been rather low had it been investigated, for my whole stock was packed in two pine trunks, and these were not over-full either. Of course, I had a case or two of kerosene to be bottled and retailed, and some great tins of biscuits as well, but the bulk of my wealth was stored in the two trunks, and these were secured by flimsy locks which almost any key would open, and during my frequent absences on long journeys to Apia they were left in a doorless open house, sometimes for several days at a time.

Occasionally while I was absent customers came along, and in the presence of the chief or parson my boxes were opened and the goods overlooked, so that when I returned the customer came to me and stated just what he or she wanted—for after viewing my stores the goods were carefully repacked to be left so until I personally made the sale.

I can look back over those early years with much amusement and considerable satisfaction. . . .

#### GERMAN NEW GUINEA

—that is, until the war, this land of tropical charm south of Australia and near the English and Dutch colonies was expected to be a great German stronghold in the East. It has now been taken over by the English, and Mr. Thomas J. McMahon sends us this interesting account of present-day conditions as he saw them:

The madness of the Germans in forcing the present war, and the losses they are to sustain by defeat, is in no way more accentuated than in what they have done in bringing, or the money they have spent to bring, their colonial possessions to the state of prosperity and perfection which they, assuredly, in a sense

had done before the war, and the loss of which must bring the extreme of bitterness. To many travelers it is almost incomprehensible that such efforts should have been made, that millions of pounds should have been expended, with the one object of making these possessions successful, and yet apparently without any due amount of foresight and calculation as to an adequate means of defending and holding such valuable commercial assets, as in all instances they promised to be, and now have passed into the hands of the Allies after the weakest opposition or in some cases without any attempt at defense. For the last half century Germany has been grabbing for places "in the sun" and into the grab have fallen some particularly desirable places, but evidently the forty years of preparation for this frightful war never included the protection of any place but the Fatherland.

#### A BRITISH AND GERMAN COMPARISON

What the Germans have accomplished in German New Guinea is of its kind praiseworthy, but it is of true German fashion, limited in extent and defective in effect, and the comparison that is often made, not only about German New Guinea, but about German Africa, anent the thoroughness, smartness, and liberality of German methods in colonization over the slow, sentimental, red-tape progress of British methods, is, after experience and searching, found very much unwarranted and most absurd. The British may be slow, but their colonization is always successful. The Germans have made a great deal of outward show as to colonizing, and their manner of rushing colonies into existence has blinded the world to many gross imperfections which a little scratching of the surface very soon reveals. For German methods are for repression, not progression. Hence the passing of German rule in German New Guinea is a blessing that can only be fully appreciated and realized by those who have seen the horrors of the German methods; its

#### BRUTALITY WITH COLORED PEOPLES;

its tyrannical nursing of the full meaning of the "mailed fist"; its failure in democratic and general ideals; and its selfishness in commercial achievement and ambitions. The record of German atrocities with her subject races of Africa is one of the foulest, cruelest, and most lurid records the world could possibly read, and the deeds easily outvie the Congo revelations which at one time shocked mankind. In all German possessions the humanitarian system is not only unknown but accounted contemptible, and the folly of weak administration. It is inconsistent and impossible to German ideals. Not one of the tropical possessions of Germany can show its native races happy, contented, and progressive.

The British administration has called a halt to the wanton and cruel abuse and exploitation of the natives, and the German with all his sullenness does

not deny the workableness of it, and is finding that after all brutality does not bring forth the full working capability of the native worker.

German thoroughness is good in gaudy display, and if the towns of German possessions were accepted as an indication of German prosperity, then Rabaul, the capital of German New Guinea, would make that territory one of the richest in the tropics. This town, with its fine avenued streets, through which one can motor for miles, the ornate architecture of its public and private buildings, and the really magnificent Botanical Gardens—now being improved under British directorship—of which the Germans were so proud and which are undoubtedly the finest and largest in the Southern Hemisphere—all these things show a groove of German thoroughness; but the glamor is dimmed when to build up such a fine town it is a fact that so much human life has been slaughtered. The natives of German New Guinea have always hated their German masters and had cause to do so, for mercy never entered into their dealings; endless taxation and endless slavery had almost crushed the spirit of the poor people, and to-day in the freedom of the British rule they seem like a new set of human creatures.

#### THE BRITISH ADMINISTRATION

British ideals have, since the occupation, brought about an amelioration of affairs, especially for the natives, which is much to their liking, and the remark is often heard from them: "German no good."

Quite naturally, the change of government, but more so the change of ideals, is not pleasing to the German settlers, and probably taking advantage of the British privilege of freedom of speech, they publicly announce that the slights, insults, and curtailment of natural inclinations which imagination appears to have forced on them by certain British regulations will be borne with patience but one day.

No slights or insults have been put upon the German, merely constraints for the safe and smooth working of the administration in carrying out the most patient and kindest form of government. The various administrators, and particularly the present capable man, General Sir S. A. Pethbridge, have done all that is in accordance with true British sentiments, and if at any time severity was necessary, it has been in the vigilance that has been exercised for the safeguarding of the British occupation, for at times the Germans were not only troublesome but dangerous.

The tactfulness of the present Administrator has done wonders, and to-day of 1917 there is a freedom for the Germans which many contend is not their due. Martial law has ceased. A prominent Berlin journal, in remarking the passing of German Southwest Africa, says: "Let us see, when the fighting is over, if at all events in one respect we cannot sit at the feet of the English and learn from them the secret of wringing from conquered people some

of that confidence which has stood the English in such good stead in dealing with such sturdy races as the Boers and the natives of Northern India." The assumption that this confidence must be wrung from conquered people will jar British susceptibilities and is quite a German idea.

A friend in China, Mr. Peyton Stephens, tells us how to live in the Far East:

There are a few precautions which ought to be observed out here, and in the East generally. 1st, don't drink unboiled water; 2d, eat nothing with the peeling on that has not been washed or sterilized; 3d, wear a cholera band summer and winter; 4th, be in bed by nine o'clock P. M.

#### KEPT OUT OF POLITICS

Even in cases of persecution, have absolutely not asked our Consul or Government to protect native Christians. But you say as an American Consul once said: "Sometimes the screws are brought down tight on the Christians."

Even if that be true, and I don't doubt it in some cases, to try to prevent such persecution would tend to weaken the very bedrock of Christianity and hurt the very man you are supposed to help. For ten years here in Chefoo not a case of any kind of persecution or any other nature has ever even been mentioned that would bring us into any kind of interference with church and state.

The result is that our work is founded on the true bedrock principles of Christianity.

My relationship with the Chinese in a business way has been most harmonious. As a member of our building committee, have had to do considerable business with the Chinese. Where a contract is properly drawn and agreed upon by both parties, have never had the Chinese go back on their written words, or fail to make good all that was agreed upon. My principle has been to trust them as far as I could, and that is the way to get the best results in any kind of work. The man that cannot trust his fellow men is not trusted by others.

"Be just and fear not" has worked well through all the years. My first experience in catching on to

#### THE TRICKS OF THE TRADE

was that two eyes are not enough to catch on to some ways that are vain. The Western brain needs the Eastern man to quietly tell him some things.

In remodeling a Chinese house, for the first two weeks all the masons and carpenters drew, say, twelve cents per day. The Chinese teacher one day told me that most of these men were coolies and not entitled to so much. "Well, then, I will tell them that you said they should get less." "Oh," he said, "if you do, they will beat me." Then I said: "How can I find out who are full fledged masons and who are coolies?" "Put them all on the roof of the house when they get to that part of the work,



and only the full fledged masons can stand erect on the top of the house."

Out of about twenty, only four could stand erect. These were kept on at the regular price, and those who were only coolies got less. Even then they suspected that my Chinese teacher had told me, for they said no Westerner who had been in the East less than two years would know so much, but their evidence was not sufficient to cause them to beat the teacher.

Many letters come from the Far East. We wish we could print more of them. Here is a letter from Orlando L. Flye, from Colombia, South America. We are sorry we can print only a part which describes the working of a conscription plan of "volunteering":

#### COLOMBIAN VOLUNTEERS

Our Americans at home are not the only ones that are pleased with the President of the United States. We, away out here, keep in touch with what is going on in the most greedy manner, and only wish this Government had shown some of the acuteness in his administration during the last revolution. Instead of having conscription on discovering that the men would not volunteer (many of the young men explained that they were quite willing to do so, but that their family objected till they lost their enthusiasm) they took what men they could catch by force, still calling them "volunteers!" Age had nothing to do with it, for it was not a strange sight to see quite young boys here and there in a string of men marching to the front; these crying as though their hearts would break. If they were too small to fight, they were put to other work. Each and every village, as well as plantations, was periodically raided; that is, they would slip up on it, when the men had begun to get a little slack and off their guard, and by surrounding the town take each and every man that did not get away. As a rule each road was well guarded, but sometimes these men would sleep at their post, especially as the Government would send out one man with a bottle of Rum, which no peon can resist, and soon lay out the "Watch." Once caught, the men would be tied together with a long rope around their necks, and their hands being also tied behind their back, they would be turned over to one officer to be sent to the front, walking all the way. On arriving, the General was requested to return the ropes for more volunteers!

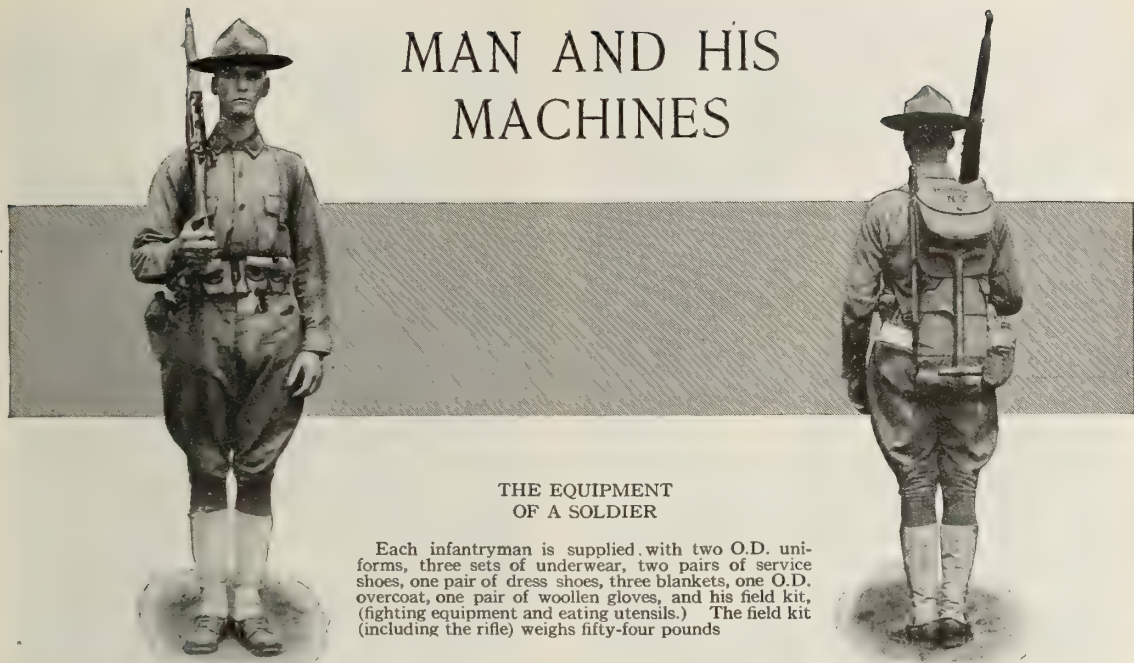
If a village got word that a "commission" was

coming, you would see the men run in every direction for the woods. Once we saw a man jump over his back-yard fence with only his "birthday" suit on. Was evidently just taking a bath but never stopped for his clothes!

All during this time we were treated with utmost consideration, and were allowed to retain so many men for our work, having the papers to show who they were, so when any others tried to hide away in the plantation, they could be taken. We often had commissions arrive, for as this plantation is quite away in the mountains, the men knew they could never be caught once they could be hid there, and during the time the commission was not around they were fed by the men that were working.

Once during this time we had five friends arrive. These men belonged to the best families in Colombia and we were paying them especial attention. Just as we were about to dine, a cry arose of "Commission coming," when to our astonishment all five of these chaps rushed off from the house and away to the mountains. Not even waiting for a piece of bread or a blanket! They had just arrived from the lowlands where they wear thin linen suits, which were quite unsuited to the cold of the highlands, and especially in the mountains, where the temperature is around fifty at night. The soldiers told us if they had been caught they would have been executed, for they were plotting against the Government. No wonder they did not await dinner! This commission stayed around for a day and a half, not attempting to find the men in the mountains, but hoping they would come here for food. After the commission left we sent out some trusty men who knew the mountains to find these lost chaps, for lost they certainly were, and only by firing off signals—our way of finding any one lost in these mountains—and getting answers could we find them. They had fallen in small streams during the night, were wet to the skin, with their clothes nearly torn off them. In one instance the chap had to wait out in the clearing till we sent him a suit, so he could present himself, his being completely torn off. You can believe these fellows enjoyed their long-delayed dinner. As two were more than fifty years of age they were almost overcome with the exposure, and it took us quite a few days to bring them back to their usual good health. To us they were men, and each and every one that came to us was treated with respect, whether for the Government or against it, and we never interfered in any way with the soldiers' duty, but took the officers into the house and treated them to the best we had.

# MAN AND HIS MACHINES



## THE EQUIPMENT OF A SOLDIER

Each infantryman is supplied with two O.D. uniforms, three sets of underwear, two pairs of service shoes, one pair of dress shoes, three blankets, one O.D. overcoat, one pair of woollen gloves, and his field kit, (fighting equipment and eating utensils.) The field kit (including the rifle) weighs fifty-four pounds



## THE KIT SPREAD OUT

The soldier's field kit includes a rifle, a bayonet and scabbard, bacon can, condiment can, meat can, canteen and cup, cartridge belt and suspenders, haversack, pack carrier, one half of a shelter tent and five shelter-tent pins, poncho, blanket, entrenching tool, ammunition and rations, if issued, identification tags, and personal effects such as underwear, soap, tooth brush, comb, and socks. Extra uniforms, blankets, shoes, etc. are kept in the squad (or barracks) bag





THE BAYONET IN ITS SCABBARD—

The old National Guard style. It is now worn in a canvas scabbard hung vertically over the right hip. On the march with pack it is carried in its scabbard (when not attached to the rifle) on the left-hand side of the haversack



—AND ATTACHED TO THE RIFLE

The rifle in the picture is a Springfield .30, and without the bayonet attached weighs about nine pounds and is slightly more than forty-three inches long. The Lee-Enfield rifle has recently been adopted by the War Department to facilitate the supply



BLANKETS AND EATING UTENSILS



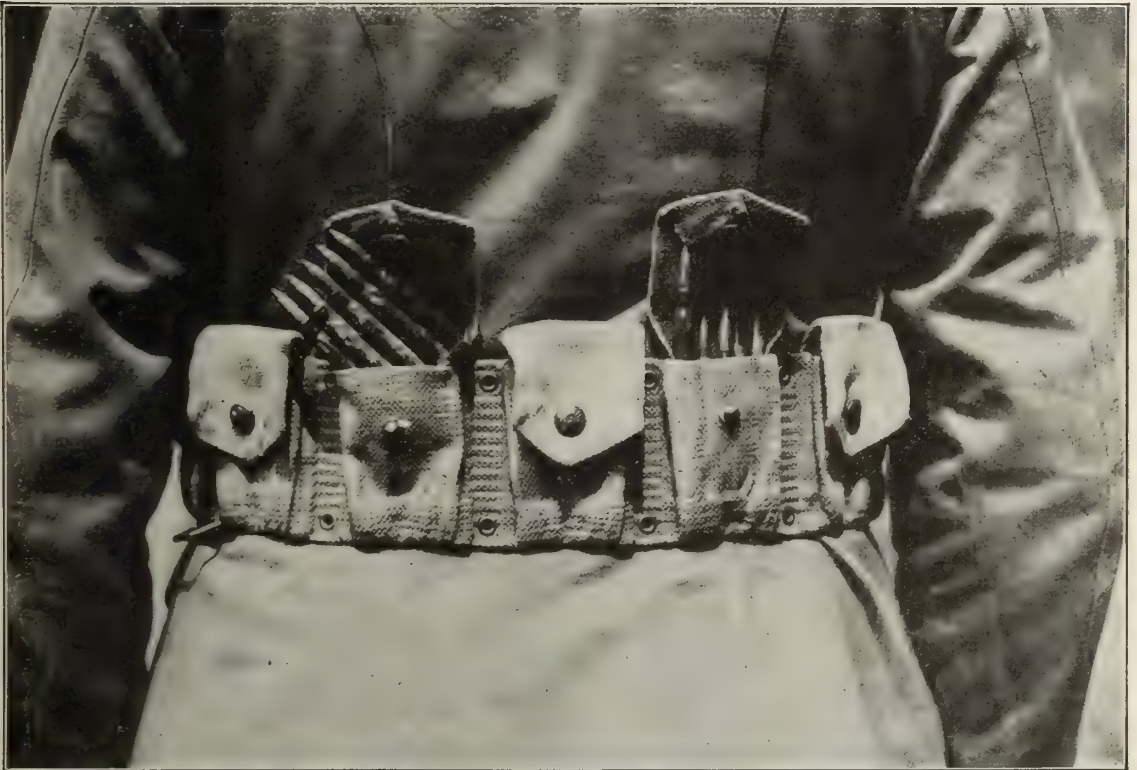
**FIRST-AID PACKET**

It contains two antiseptic gauze pads and bandages, two safety pins, and printed directions for using the packet



**THE CANTEEN**

Capable of holding a liquid quart. It is carried under the rear pocket of the right-hand section of the cartridge belt



**"A WALKING ARSENAL"**

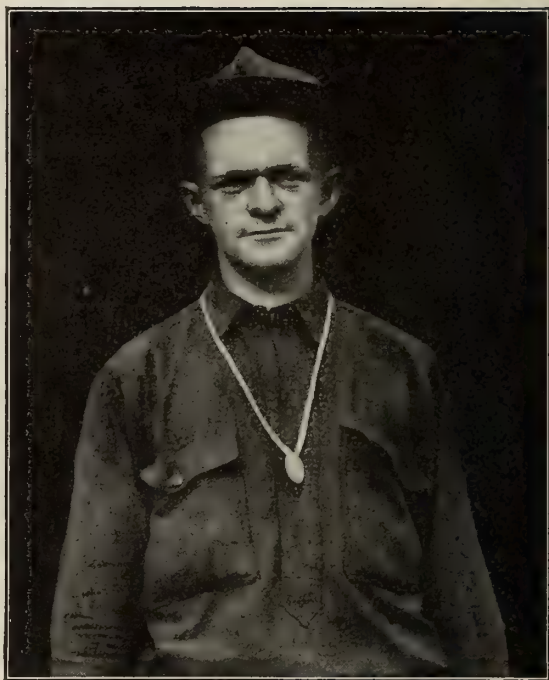
Each infantryman is furnished with a cartridge belt, which contains 100 rounds of cartridges, and two bandoliers (cloth cartridge-carriers) containing six pockets apiece. As the cartridges are packed five to a clip and two go in each pocket, the soldier carries 220 rounds of ammunition in all





#### THE ENTRENCHING TOOL

Used by the soldier to protect himself from enemy fire by "digging himself in." Ten inches' thickness of dry sand will protect him from rifle fire, according to "The Soldier's Catechism"



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#### THE IDENTIFICATION TAG

When the pomp of the parade grounds gives place to the stern realities of the battlefield the identification tag performs a most useful service, whether the soldier is killed or injured



#### STEEL HELMETS FOR OUR SOLDIERS

© Kadel & Herbert

Before the American troops actually go into the trenches they are supplied with what is now an essential of trench warfare but which is a development of the present conflict—the trench helmet

# MAKING GOOD AT THE TABLE OF THE AMERICAN FAMILY

BY

F. BURNHAM McLEARY

(of *The Examinations Corporation, New York*)

WHEN it became my privilege last August to visit Wilson & Company's headquarters at Chicago, to mingle freely with the different members of the organization, to go here and there throughout the different plants and to acquaint myself with many an unsuspected and bewildering process, I entered upon the adventure with a light heart and an eager and receptive mind. . . .

For the task, from a number of viewpoints, made vigorous appeal to me.

First, and quite naturally, I pictured Wilson & Company as a great provider. Rampageous steers, I viewed, being changed into roast beef rare, unsuspecting sheep into shoulders of mutton, frisking porkers into succulent hams and bacon; while at the same time I beheld man's table laden with chops and cutlets and spare ribs and oxtail soups and other good things innumerable. Whisk! these good things must be transported to the four corners of the earth; in ice-packed cars they must travel to Everyman's door. For the human family, in hunger assembled, has need of viands both fresh and appetizing. Quite naturally, therefore, I pictured this institution as exercising complete dominion over the beasts of the field, the wolf included.

Next, the Wilson organization, with its sixty years or more of romance and achievement, held great attraction for me. Founded in the days when the long-horn cattle ranged the plains from the Rio Grande to the Bad Lands, it had steadily kept pace with the strides of a nation westward (and worldward), until it had come to include in its equipment not one but a dozen great packing plants—New York, Chicago, Kansas City, Okla-

homa, Los Angeles . . . even São Paulo in Brazil, and Buenos Aires in the Argentine—and these plants I knew to be supplemented by over one hundred branch houses, one or more in practically every important city in the United States. At this very moment hundreds of its refrigerator cars were speeding its beeves and hams and bacons—not to mention poultry,

butter, eggs, and a host of other products—to these representative branches; while at various Atlantic ports thousands upon thousands of pounds of dressed beef and pork, prepared at the Company's plants, were being hoisted on ship-board, bound for European markets. Twenty thousand men and women, I had heard, composed the life and energy of this corporate being known to the world as Wilson & Company.

But of final and irresistible appeal to me was the man Tom Wilson. Already I had heard of the invitation that had brought him, less than two years before, to this great food institution,

to lend to its daily achievements his name and energies and leadership. I knew also a little of the extraordinary career that had been his—how as a lad of nineteen, forced to make his own way, he had started with the Chicago, Burlington and Quincy Railroad as an unimportant clerk, at a salary of \$40 a month; and how he had made up his mind, even at that early date, to become President of the Road.

One day, so the story was told me, the packing firm of Nelson Morris & Company requested the Burlington to send over a man to keep the records of its refrigerator cars. The clerk who first accepted the call came back an hour or so later, pleading in extenuation a sensitive nose. He



MR. THOMAS E. WILSON  
PRESIDENT OF WILSON & COMPANY





THE PICNIC FOR THE EMPLOYEES OF WILSON & CO., AT MR. WILSON'S FARM, "EDWELLYN," NEAR LAKE FOREST, ILL.—

'llowed he preferred his original job. Tom Wilson, overhearing the conversation and catching an altogether different perspective, 'llowed that he wanted that "hundred a month." He asked for the job and he got it. —And thus Tom Wilson came to the great stockades.

And because he was interested in things outside his regular job, he got out in the yards and learned all that he could of the handling and repairing of cars. Then, through successive steps of advancement, he superintended all car repair work, he purchased the Company's supplies, he traveled hither and yon selecting promising sites for refrigerating plants, he conducted negotiations for their purchase, he supervised the construction of the plants themselves, he selected the men to run them. Later he served as General Manager, and later still—up to the time when he became the Wilson of Wilson & Company—he served as President of this same institution which he had first served as freight-car clerk.

Thus, surrounding me and challenging my interest was romance a-plenty. Quickly, however, my first impressions of Wilson & Company, vivid though they were, came to serve me only as a background. Against this background stood squarely a single dominating figure—the man Tom Wilson.

Wherefore, in my random excursions, I came to enjoy nothing so much as to engage the different members of Wilson & Company in conversation, and while they were eagerly telling me their stories, to steal from them, all unbeknown, their personal impressions of their chief. . . .

#### A FRIENDLY ADVENTURE AT THE GATE

And the first story that I picked up—it had traveled the length and breadth of Packingtown

—was from none other than the policeman at the gate. For years he had been surveying from his little sentry box the approach to his enormous citadel, and for years he had doubtless been accumulating a philosophy that was quite his own.

"It was the last of February or the first of March, sir, the day he came over here. A wretched day it was, too—rain and snow and sleet. I was standing in this box when he drove in, and he pulled up right side of me. 'I'm Mr. Wilson,' says he; 'You may have heard I was coming over here. I thought I'd like to introduce myself.' And would you believe it, sir, he asked me my name; and him and me shook hands. And then he asked me what was the way to the office, and where should he park his car?"

A simple incident, you may say, and scarcely worth recounting. To the policeman, however, this introduction was a thing to marvel at—the event of a life-time. As befits so important a happening, he therefore lost no time in repeating the story in all detail to goodness knows how many interested cronies, and they, in turn, experienced such a bursting with information that by noon, I verily believe, not a soul in the offices of Wilson & Company but had heard of the policeman's friendly adventure!

#### A DECLARATION OF INTERDEPENDENCE

Yet meanwhile, and for weeks thereafter, so I am told by at least a dozen Wilsonians, there were doubts and conjectures and breathless moments while they one and all were waiting for the axe. For surely there would be decapitations! It was unthinkable that a new man should come in as head of an organization without upsetting



"A BIGGER, BETTER, AND BROADER ORGANIZATION THROUGH A BIGGER, BETTER, AND BROADER ACQUAINTANCE"

everybody and putting in a whole new team of his own!

Then came this friendly pronouncement, issued, nevertheless, in a tone that meant business:

"I'm here, boys, and I'm all that's coming. But I'm not a wizard. I can't do this wonderful thing that we're all so anxious to do, just by myself. I've got to have *you*. If there's any one here who has a notion he's working *for* me, the quicker he gets that notion out of his head, the better it will be for us all. We're working together.

"And there's one thing more: There's a new name going to mark our products—the name of 'Wilson & Company.' I'm Wilson, but don't forget that you're the Company. The Wilson label has got to be our letter of recommendation. That label has got to stand for purity—and cleanliness—and quality. From now on I look to you all to make the Wilson label an *absolute guarantee*."

In the light of this declaration of interdependence, things now began to shape themselves in the channels which he had so strikingly marked out; and gradually it dawned upon his associates that not only were they one and all to hold their jobs, but they also were to engage in a great crusade, with a single definite purpose. "The Wilson label must stand for purity—and cleanliness—and quality." One could work with a man like that—that sort of thing made life worth the living!

Another discovery gave heart to the organization. It shortly developed that no matter how humble the individual, if he had an idea, or a complaint, or a grievance, he could take his case right

to Tom Wilson and be assured of a courteous hearing.

"We *have* to give our people a square deal," one of the department heads declared with a good deal of pride; "we wouldn't *dare* to do anything different. Why, there isn't a person in this place who doesn't know that Tom Wilson will stand back of him and see that he gets a fair show."

Said Mr. Wilson to me, commenting on this policy of ready approach: "I would rather *waste* a minute, now and then, than to have any one going around here proclaiming that I'm utterly aloof and inaccessible. Besides, there's nothing like talking with a person if you want to appreciate the exact nature of his problem and be in a position to help. The mere inflection of the voice, the turning of a hand, may mean everything."

#### THE POWER OF THE FIRST PERSON PLURAL

It is from just such things, I am told, that Mr. Wilson, through long years of continual meeting with men, has trained himself to make swift analyses and keen and accurate deductions. And woe to the man who attempts to play fast and loose, in the face of this court of last appeal!

"Now, sir," with directness and penetration, and in an even and friendly tone that drives terror to the heart; "you have a bad reputation here. I'm told that you're not playing the game square. Those things may have gone with some one else, but *I'm* over here now, and they won't go with me. You'll have a hard time living this thing down, but I think you have ability, and I'm going to give you the chance. I shall expect something utterly different from you in the future."

—Then there's another kind of reprimand that



gets to one equally hard. I have this story direct from the man who committed the blunder:

"We needed a new viaduct at our Omaha plant," said he; "I was superintendent of the plant at the time, and Tom Wilson was General Manager.

"The viaduct was to be twelve feet wide—that's what we figured it—six feet on our property and six feet on land owned by the Stock Yards Company. I took the matter up with the Stock Yards people and they agreed to pay half—it was to cost \$6,000.

"There was a fence running along there straight as an arrow—everybody said it was the line, and it never occurred to me to question it.

"Well, sir, we'd got that viaduct about half built when along came some fellows with a surveyor's instrument and a chain, located some old landmarks—and blamed if we hadn't built it ten feet on our land and two feet on the 'Yards!'

"—That looked simple to the General Manager of the Stock Yards. He 'llowed he'd pay one-sixth and we'd pay five-sixths. We stood to lose just \$2,000!

"Well, I argued it back and forth the best way I could—of course, I kept Mr. Wilson in touch with this business all the while—but it looked like we couldn't do a thing, they had us dead to rights.

"About this time I made a trip to Chicago, and, of course, reported to Mr. Wilson.

"He looked up at me in that friendly way of his, and he said: 'B——, about that Omaha

business, I suppose we'll have to stand for it, and I always believe in letting bygones be bygones, but if we were doing that over again we'd do it a little differently, wouldn't we?' He said 'we,' mind you!

"You just bet your life we would, Mr. Wilson," said I; 'We'd get out an instrument and survey it first, before we turned a stone.'

"Then I guess that's all right," said he; 'The best thing any of us can do is to make stepping stones out of our stumbling blocks'—or something like that. And that's all there was to it!

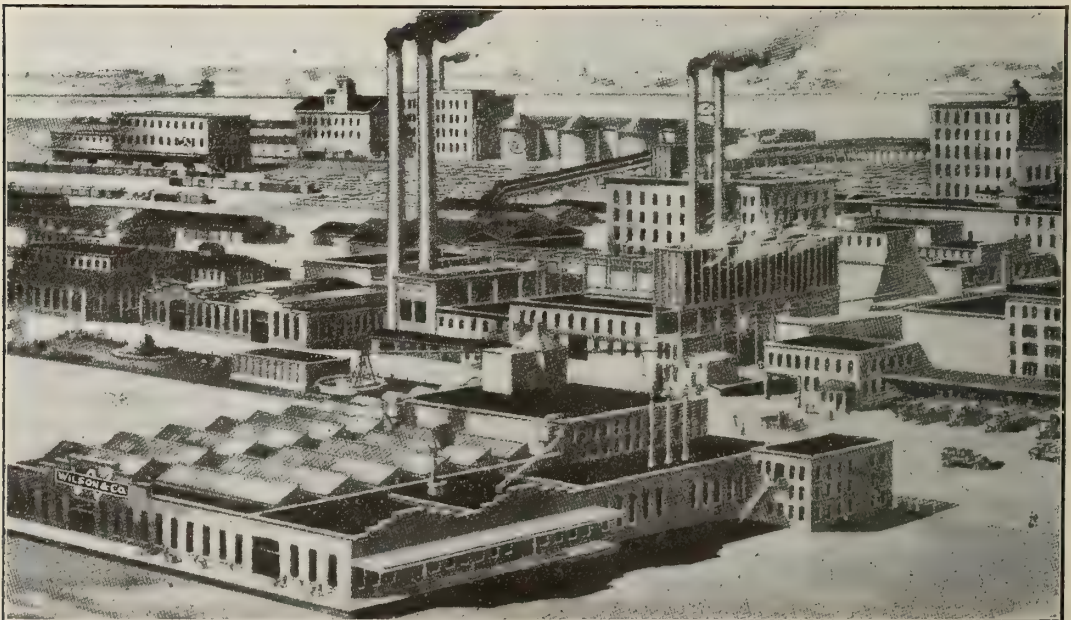
"Well, when I got back, I naturally called up Buckingham to see how our little controversy was getting along, and I told him how Mr. Wilson had taken it and exactly what he had said. And I said to him like this: 'Now see here, Mr. Buckingham, did you ever know of any one getting that kind of a call-down before?'

"No," said he very emphatically, 'I never heard of anything like it before in my life.'

"I'll tell you how it makes me feel," said I; 'It makes me feel like I'd lie down and die just to do the square thing by that man. —Don't you think you can put that proposition up to your people and help me prove to Tom Wilson that I'm not such a donkey *after all*?'

"I'll put it up to them to-day," said he, 'and I'll 'phone you this afternoon!'

"And the upshot of it was that the Stock Yards Company agreed to pay half; and we saved the \$2,000; and it was all on account of the way Tom Wilson had handled the situation. And that's



THE CHICAGO PLANT OF WILSON & CO.—ONE OF TWELVE IN THE IMPORTANT STOCK-BREEDING CENTERS OF AMERICA

where I say Tom Wilson knows how to call a man down better than any one that ever lived! Why sometimes you don't know whether it is a call-down or not—you kind of wonder. Bill Henderson told me for a fact that he'd rather get *fired* by Tom Wilson than get a raise of pay from the fellows he *used* to work for!"

LARSEN THINKS HE'D LIKE A PENSION

Remarked a young chap, with a loyalty in his tone that amounted almost to hero worship; "He hasn't been here such an *awful* long time—nowhere near as long as I have—and this plant's a *whale* of a place, but I'll bet he knows every square foot of it!"

To appreciate the magnitude of this compliment one need but attempt even to hurry through the scores of great buildings that comprise the Chicago plant of Wilson & Company. Despite their prodigious dimensions, however, such a trip is well worth the effort, particularly if one is fortunate in the guide to whom he is delegated. In such an event, he will behold, on his travels, the many changes that are taking place at every hand.

He will see, for example, the big new restaurant at the top floor of the office building, where from six to eight hundred people are served every noon. If he is exceptionally lucky, he may be privileged to try a meal there, and from this airy elevation to gaze out across the many citadels of Packingtown.

He will see, too, the model laboratory which is being constructed, wherein the various experi-

mental departments now scattered throughout the plants will be segregated, and where the most improved apparatus will be made available for establishing the purity of the Company's products and for supplementing the rigid standards of the Government with further standards even more rigorous. In this new laboratory the various routine processes will be frequently analyzed, waste will be reduced to a minimum, and new products will be developed and commercialized.

—And perhaps, if he finds his guide in a communicative mood, he will hear, as I heard, about Jack Larsen, one of the company's engineers, who shortly after Tom Wilson came into power, packed up his kit and started to say "good-bye."

"Not leaving?" queried the head of the accounting department in surprise; "Why you can't have many more years before you'd ring in on a pension."

"Pension!" replied Larsen, utterly bewildered; "What do you mean—pension?"

"Just what I say—it's the latest thing he's put over. —Two and a half percent. for every year you've been with the company. At the end of twenty years' service you retire on half pay."

"Gee!" exclaimed Larsen—"guess I oughter stay. I've been with the company seventeen years, you know."

—And Larsen stayed.

A TWO-FOLD DRIVE AT THE HIGH COST OF LIVING

Have you ever contemplated the service rendered by the packing industry, and in particular the desolation that but for its multiplex activities



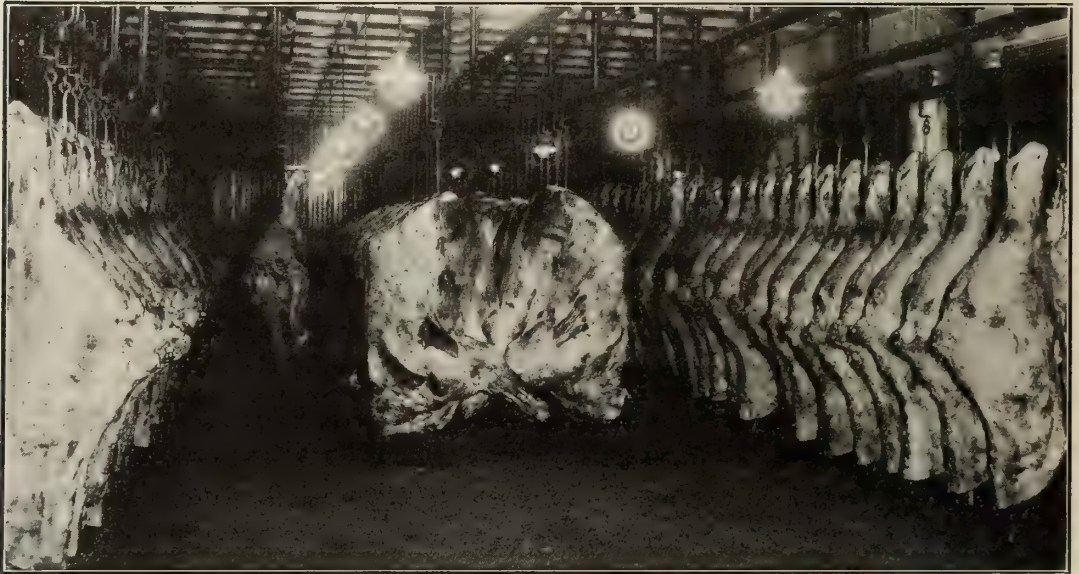
THIS PLANT ALONE IS CAPABLE OF HANDLING EACH WEEK 8,000 CATTLE, 2,000 CALVES, 20,000 SHEEP AND 30,000 HOGS



would everywhere prevail? Consider, then, the trades and peoples to whom this industry is essential, and how not only the butcher looks to it for his pork chops and his porterhouse, but also the candlestick-maker for his tallow, the rich man for his pocketbook, the poor man for his shoestrings, the doctor for his ointment, the lawyer for his fearsome leather-bound books, and the Indian Chief for his regalia. But for its activities, I'll venture, half the world now comfortably clad in woollens would be shivering, famine would stalk the land, and the human family would run barefoot. Cleanliness would still be a virtue, but a rare one, and largely achieved without soap. Deprived of fiddlestrings, the violins and harps and psalteries of the world would be

33 cents per hundred pounds more than it averaged in 1915, 74 cents per hundred pounds less than in 1914, and 14 cents per hundred pounds less than in 1913!

Considering the fact that during 1916 beef cattle on the hoof sold up to \$13 a hundred weight, considering, too, the fact that the dressed beef obtainable from a bullock represents, at best, little more than 60 percent. of its entire weight, and considering, also, the unquestioned fact that during the period referred to the cost of practically everything employed in the packing industry increased to an extraordinary degree, the success achieved by Wilson & Company in holding its prices for dressed beef to so slight an increase—one third of a cent a pound—can be ex-



BEEVES IN THE COOLING ROOM OF ONE OF THE BRANCH HOUSES OF WILSON & COMPANY

forever stilled. Deprived of many essential lubricants, the wheels and engines of the world would set up infernal discord. Thus, in kaleidoscopic pictures, one may glimpse, I think, something of the importance of the packing industry.

And now, in the face of extraordinary butchers' bills, I am prepared to tell you that the dressed beef from all of the beef cattle killed by Wilson & Company in Chicago during the entire year of 1916 "sold at an average price of only \$10.81 per hundred pounds, Chicago basis." Impossible though this figure seems, it is attested in a statement prepared from the company's books by one of the most prominent and responsible accounting firms in America. Moreover—and this, I believe, will seem even more incredible—this price, as attested in this same statement, averaged only

plained only through the increased returns it has secured from its supplementary products, and through its saving in the high cost of distribution.

Two notable triumphs in this direction are seen (1) in the development of a sporting goods business and a consequent increase in profits derived from its hides, wool, curled hair and other by-products, and (2) in the broadening of the Wilson line to include a vast variety of canned fruits and vegetables, with a consequent reduction in the selling expense of each Wilson product.

# I

## A PROFITABLE DÉBUT IN THE WORLD OF SPORTS

At the time Mr. Wilson assumed the presidency of his new company, there was not a

little conjecture as to his attitude toward the sporting goods end of the business. So far as anyone could learn, he had never had any active connection with this rather adventitious phase of the packing business—would he keep it and develop it, or would he throw it to the winds?

During the early weeks of his administration, while knees were still a-tremble throughout the organization, the manager of this department approached his new chief with considerable trepidation:

"What are you going to do with the Sporting Goods Department, Mr. Wilson?" he asked.

"I'm going to make it the biggest thing of its kind in the world!" answered Wilson, quick as a flash; "Go to it."

apparent that Wilson & Company—or Thos. E. Wilson & Co., if you please—would have two very marked advantages over its competitors: First, it could secure the best grades of catgut at a lower cost; and second, by reason of this added leeway on manufacturing cost, it could produce a better racquet cheaper.

Racquets suggested tennis balls, baseballs, mits, gloves, footballs, basketballs, and the like. Rubber, by some marvelous chance, is not a by-product of the packing industry, so that tennis balls had to be purchased. For the rest of the outfit, however, Wilson & Company had thousands of perfect hides, without scar or score. Perhaps it would sell them to Thos. E. Wilson & Co. at cost? Such control over its raw material, in the



THE SCIENTIFIC DIVISION OF LABOR—DRESSING BEEF AT THE CHICAGO PLANT OF WILSON & COMPANY

That was a little over a year ago. To-day the Sporting Goods branch of Wilson & Company, known as "Thos. E. Wilson & Co.," with a million and a half of invested capital, is the second largest institution of its kind in America! And to those fortunate people who insist on the Wilson label, this phenomenal development of an activity closely allied to that branch of the business which supplies their daily needs, gives cause for congratulation not only in the fact that it furnishes them a new market-place for dependable goods, but also in the fact that this new enterprise stands, for *all* of the Wilson products, as a bulwark against the increasingly high cost of living. Its origins were as follows:

First the idea had come to make tennis racquets. In undertaking such a venture, it was

case of leather goods, would work even greater advantage to that company than in the case of the racquets, for Wilson & Co., producing its own hides, could sell them to Thos. E. Wilson & Co., and put it in a position to make better merchandise, better baseballs, mits, gloves, basketballs and the like, at less expense.

Then there was curled hair. Direct from its own curled hair plant, the largest in the world, by the way, Thos. E. Wilson & Co. was able to secure exactly the quality of material most suitable for baseball mits and gloves, for boxing gloves and such accessories. Incidentally, half of motor-dom, comfortably unconscious of the privilege, rides on cushions stuffed with Wilson curled hair.

Similarly, there was wool. Through its abil-



ity to secure from Wilson & Company the particular grades of wool that would make a superior sweater, or a jersey, or a bathing suit, or a hundred and one things demanding this staple, Thos. E. Wilson & Co. was able to provide the choicest quality of material without paying a premium to the producer.

Thus the enterprise grew, until to-day nine separate factories are kept busy supplying "everything that helps your game," and a thousand salesmen, representing Wilson & Company, are boosting for Thos. E. Wilson & Co. At the same time, those thousand salesmen are cutting the high cost of distribution; and by reason of this and that, the house of Thos. E. Wilson & Co. has come to occupy a leading place in the Sporting Goods industry. It is young.

With a year or two more in which to grow there is no earthly reason why it may not, indeed, come up to Mr. Wilson's boundless expectations.



NEW REST ROOM FOR WOMEN AT THE CHICAGO PLANT

11

#### CUTTING THE HIGH COST OF DISTRIBUTION

The second great drive at the high cost of living to which I have already referred, has been made through the establishing of plants for the canning of fruits and vegetables; and in this undertaking Wilson & Company has already reached a commanding position. Convinced that the economical solution of the food problem lies in a large measure in the reduction of selling expense, both wholesale and retail, it has taken advantage of its machinery of distribution, internationally established—its branch houses in 130 of the leading cities, its 2,000 cars available for the transportation of its products, its foreign houses both in Europe and South America—and has gone boldly into the market either to purchase outright such strictly modern plants as were available in the regions producing the choicest fruits or vegetables, or to build its own plants in accordance with its own strict requirements. Already it is canning more vegetables than any other insti-

tution in the world; and still striving to distribute its selling expense and to win its profits through economy, it has sent its representatives to Alaska and Puget Sound, and has lately purchased plants for the canning of "Sockeye" salmon and "Alaska Reds." To-day there is probably no line of food products offering so diversified a choice as the line that bears the Wilson label.

Now these digressions into two very interesting fields of activity, neither of which, at first glance, seems related to the packing industry, are by no means without significance to the humble American citizen, already staggering under the title of "ultimate consumer."

For in the one instance, Wilson & Company has got the better of that ancient bugaboo,

"robbing Peter to pay Paul," by borrowing from the sportsman to enable the housewife to pay the butcher, at the same time lightening the burden for all concerned. In the other, it has given a new and heartening ring to that old-time adage, "Many hands make light work," by parceling out the high cost of selling among so many of its products that the ultimate cost to the housewife has been cut to the minimum.

It is now over a year since the name of Wilson & Company, surcharged upon a big red W and blazoned against an orange background, first appeared in the commercial firmament. To-day, from thousands of billboards, from brilliantly painted refrigerator cars, from motor trucks and delivery wagons, from the pages of magazines and periodicals and newspapers, "Wilson & Co."

salutes the eye with a cheery confidence. A year ago, in the homes of the American people, this trade-mark was only a name. To-day, in those same homes, it is more than a name, it is a guarantee. For in that one year

in which Wilson & Company has in a measure been on trial, Wilson & Company has demonstrated the power of a high and united purpose. Today, in very truth, the Wilson label stands for purity and cleanliness and quality. An honored guest at the table of The American family, Wilson & Company has made good.



"I look to you all to make that mark an absolute guarantee."—THOS. E. WILSON



## HAVING THE STAMINA FOR WAR

**A** **AMERICAN** machinery, American railroads, American trucks will be put to as drastic a test as the man power of the nation. Their ability to accomplish and to endure will be a factor in winning the war. Production will rise to unheard-of levels—and men will be scarce. The war will absorb them. If more work is to be done, with fewer hands, *machinery will have to do it.*

In transportation, motor trucks will displace horse draft, to save drivers. For the same reason, larger, better, more efficient trucks will take the place of lighter and cheaper ones. Heavier loads, faster time, uninterrupted service will demand it.

Every operation must be adjusted to save men. They will be scarce and expensive. The truck which can do the most work and keep at it the longest is

the best investment. The essential thing is performance—doing the work—handling the volume—at low cost.

Every experienced truck user knows what a mechanical strain truck service imposes under ordinary conditions. Rough going, heavy loading, overspeeding, careless driving—all have their effect. Only the best mechanism survives.

Under war conditions high pressure work will intensify the strain. Only the highest grade trucks will be able to work uninterruptedly.

Never before have the manufacturing standards always so rigidly maintained in building White Trucks appeared so vital. In normal service it takes time to demonstrate the low operating cost and high performance of a White Truck. Under the stress of wartime traffic they show up quickly. It takes White stamina to perform and endure.

**THE WHITE COMPANY, Cleveland, Ohio**





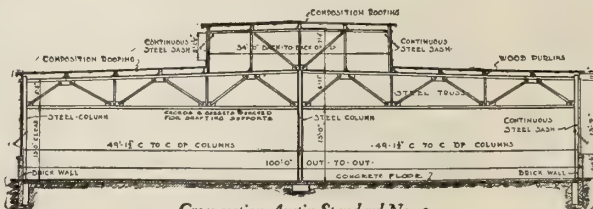
*Exterior of the Turbine Shop for the General Electric Company, Schenectady, N. Y.*

## Austin Standard Buildings

**W**E hold for you today, in stock and under contract, the materials necessary for any building you may require that will approximate any one or any combination of our nine types of Standard Factory Buildings.

Subject to prior sale, we can erect on your property, complete, Standard Buildings No. 1, No. 2 and No. 3, in 30 working-days from the date of your order. Nos. 4, 5 and 6 can be delivered in 60 working-days. Other types in slightly longer time. We guarantee quality, cost and date of completion.

In design, Austin Standard Buildings embody the cumulative effort of forty years of factory building, combined with suggestions from the best engineering talent of Austin customers throughout the country.



*Cross-section Austin Standard No. 3*

In construction, Austin Buildings are the standard product of a "Factory Manufacturing" organization, scheduled on a real production basis.

Austin Standard Buildings are modern, superbly daylighted, good-looking, permanent structures, a real asset to any plant.



*Interior of the Turbine Shop for the General Electric Company, Schenectady, N. Y.*

## **AN** Delivered from Stock

**T**HIS is the longest building the General Electric ever built at one time at Schenectady. It is 860 feet long, 100 feet wide, 86,000 square feet built complete to be equipped with two 10-ton cranes, in 76 working-days after the order was signed, *4 days ahead of schedule*. Note that this is a revised No. 3 Austin Standard. The entire roof system is raised 10 feet, and columns made heavier, to allow for the overhead cranes.

In addition to the nine Austin Standard Factory-Buildings we offer an efficient, comprehensive service in the design, construction and equipment of individual buildings or complete plants.

*Engineering Department*—Embraces six geographical centers where instant service is available. Furnishes preliminary sketches without cost or

obligation. We will make plans and specifications for competitive bids.

*Construction Department*—Supervised by men who have made conspicuous successes. Thoroughly organized, and supplied with the most recent labor-saving equipment.

*Equipment Department*—Purchases and installs heating, lighting, plumbing, power-equipment and production-machinery as desired.

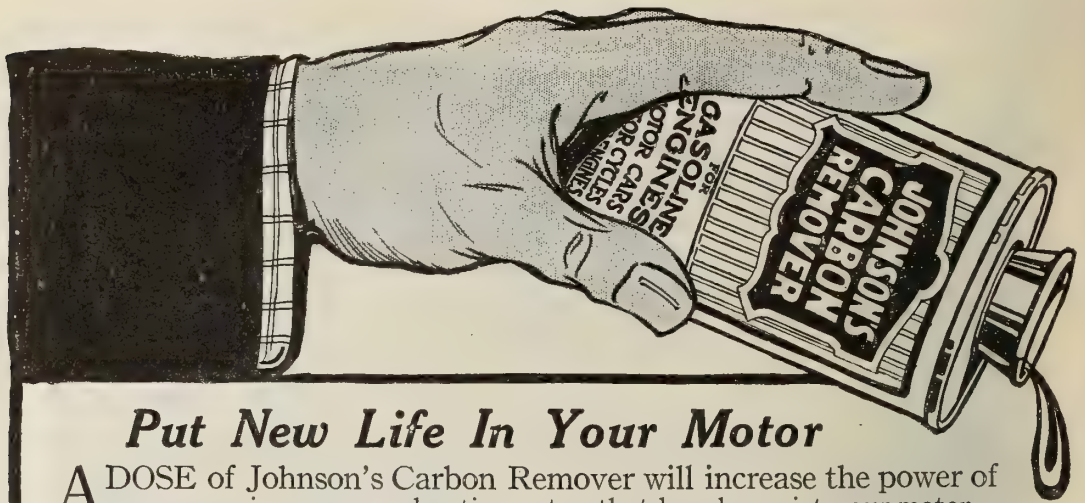
The view above is centered on one bay, 50 ft. wide. Note the clear span and good daylighting. Only one column for every 2,000 sq. ft. means a good working floor.

## **The Austin Company** INDUSTRIAL BUILDERS Cleveland, Ohio

Philadelphia   New York   Pittsburgh   Bridgeport, Conn.   Jackson, Mich.   Indianapolis

Export Representative: American Steel Export Co., Woolworth Building, New York





## Put New Life In Your Motor

A DOSE of Johnson's Carbon Remover will increase the power of your car—improve acceleration—stop that knock—quiet your motor—save your batteries and reduce your gasoline consumption 12% to 25%.

### You Can Do It Yourself

For 25c—five minutes' time and with no labor you, yourself, can easily remove all carbon deposits. You will save from \$3.00 to \$5.00 over any other method without laying up your car and with very much better results.

## JOHNSON'S CARBON REMOVER

Johnson's Carbon Remover is a harmless liquid. It contains no acids and does not affect lubrication in any way or interfere with oil in the crank case. Has no action on any metal.

### Use It Every 1,000 Miles

If you will use Johnson's Guaranteed Carbon Remover at regular intervals giving carbon no chance to accumulate you will automatically eliminate most valve trouble and your engine will always be clean and sweet.

If your dealer is unable to supply you with Johnson's Carbon Remover use attached coupon. For a limited time we will include GRATIS. a half pint sample of Johnson's Stop-Squeak Oil, our penetrating spring lubricant.

Write for Our Folder on "Keeping Your Car Young"—It's Free

S. C. JOHNSON & SON  
Dept. WW11, Racine, Wis.

S. C. JOHNSON & SON  
I enclose \$1.00 for which please send me by prepaid express enough Johnson's Carbon Remover to keep my motor clean for 6,000 miles. Also a free half pint can of Johnson's Stop-Squeak Oil.

Name .....

Address .....

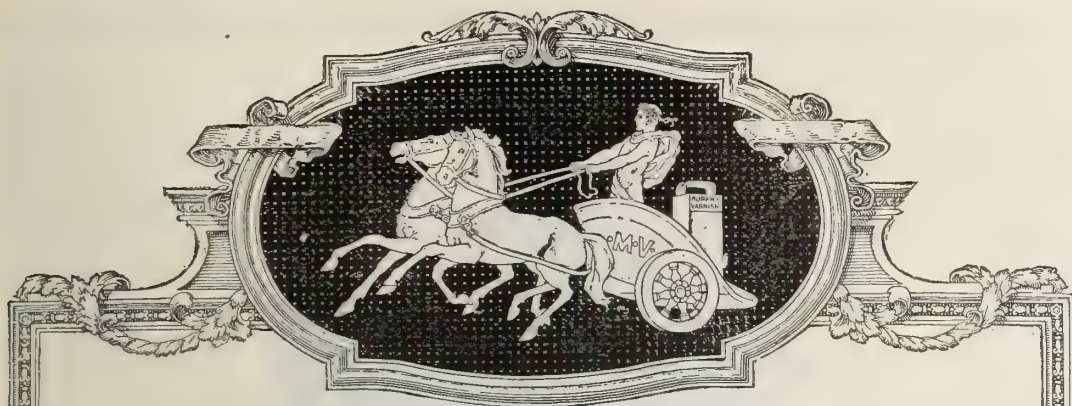
City & State .....

My Dealer is .....

Dept. WW11

RACINE, WIS.  
Also Johnson's





## Beauty, Comfort, Economy

are the ideal conditions in office, shop and home; wherever human interest centers.

And there is always a floor under us to please or offend.

## Murphy Transparent Floor Varnish

*"the varnish that lasts longest"*

produces smooth, rich, lustreful floors, that do not get dull nor slippery; that are easily kept clean; that wear and are protected from stains and moisture.

A bad floor makes the whole house shabby.

A good floor refines everything.

A Murphy Floor is sanitary. It signifies enlightened house management. And it really lasts longest.

Ask your dealer or painter also about

*Murphy Transparent Interior*      *Murphy Univernish*

*Murphy Transparent Spar*      *Murphy White Enamel*

Write for "Beautiful Floors"—a humorous setting of a serious book on the care of floors.

## Murphy Varnish Company

*Franklin Murphy, jr., President*

Chicago

Newark

Dougall Varnish Company, Ltd., Montreal, Canadian Associate

A N A





## Building the Pullman Car

**T**HE strength of the Pullman Car represents one of the best forms of insurance the traveler can buy.

For seven years every car built by the Pullman Company for its service has been of solid steel. These cars possess the rigidity and strength of a battleship.

During this period a large proportion of the older, but still modern cars, have also been rebuilt to almost equal strength.

This has been accomplished by introducing steel underframes, steel vestibules and

steel sheathing on the sides.

In addition to the factor of safety, fifty years of experience in designing and building cars has brought about an almost unheard of development in traveling convenience and luxury.

The modern Pullman is fully equipped with the most up-to-date steam fitting, electric wiring and plumbing.

It offers a degree of safety, innumerable luxuries and a personal service that have established a world-wide reputation.

**THE PULLMAN COMPANY**  
Chicago



# Are you taking chances with your health?

*"Though health may be enjoyed without gratitude, it cannot be sported with without loss, or regained by courage."*

SEND 75c and we will send a bottle to any soldier's or sailor's address.

CONSTIPATION robs more people of vigor and vim—makes more ailing invalids—than any other disorder. To neglect constipation or to treat it by the haphazard use of laxative pills and aperient waters is in truth sporting with health.

The NUJOL treatment is absolutely harmless. It will quickly relieve constipation without irritation, upsetting the digestive processes, griping or distress. NUJOL is endorsed by medical authorities as the efficient and rational treatment for constipation.

Sold only in packages bearing NUJOL trademark—never in bulk.

There is only one NUJOL. It is absolutely distinctive and individual.

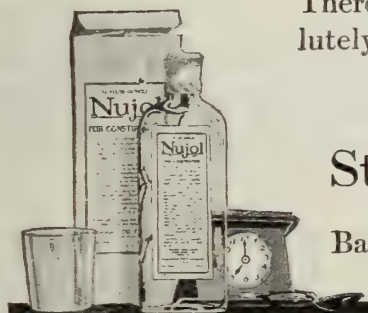
At all drug stores.

Standard Oil Company

(New Jersey)

Bayonne

New Jersey



*"Regular as Clockwork"*





## *Keep Your Kodak Busy.*

“The Army lives on letters” is the way the boys at the front put it. And when those longed-for envelopes with the home town postmark contain pictures of the home folks and home doings, they go far toward making lighter hearts and happier faces.

Keep your Kodak busy for the sake of the lads in the trenches, the boys in camp and on shipboard. Help keep tight the bonds between the home and those who are fighting for that home.

EASTMAN KODAK CO., ROCHESTER. N. Y., *The Kodak City.*



# One Father Writes of **BILLIARDS**

## “We’ve a Full House All the Time!”

Put a Brunswick Carom or Pocket Billiard Table in your home and watch how quickly it surrounds your boys and girls with good companions.

Young people idolize Home Billiards. And these princely contests act as a tonic on older folks.

Carom and Pocket Billiards are never twice alike, but ever enlivened by friendly jest and laughter. Among life's most enduring memories are the happy hours and comradeship of billiards.

## **BRUNSWICK** **HOME BILLIARD TABLES**

Even the cottage or small apartment has room for a genuine Brunswick. And it gives you *scientific* Carom and Pocket Billiards—life, speed and accuracy!

The “Baby Grand” is a home-size regulation table for spare rooms, attics, basements and private billiard rooms.

The “Quick Demountable” can be set up anywhere and easily folded away when not in play.

See these tables in handsome color reproductions, get our low prices, easy terms and home trial offer. All contained in our new billiard book. Send your address at once for free copy.

### **THE BRUNSWICK-BALKE-COLLENDER CO.**

Dept. 56 G, 623-633 S. Wabash Ave., Chicago  
DEALERS: Write at once for attractive agency proposition

### **Low Prices, Easy Terms** **Balls, Cues, Etc., Given**

Brunswick prices to-day are extremely low for tables of such masterly construction and beauty.

Our Popular Purchase Plan lets you play while you pay.

With every table we give a high-class Playing Outfit Free—Balls, Cues, Rack, Markers and Expert Book of 33 Games, etc.

### **Send for Billiard Book Free**

**THE BRUNSWICK-BALKE-COLLENDER CO.**  
Dept. 56 G 623-633 S. Wabash Ave., Chicago

You may send me free copy of your color book—

**“Billiards—The Home Magnet”**  
and tell about your home trial offer.

Name .....

Address .....



LOOK ON THE TOP WAD FOR "INFALLIBLE" OR "E. C."

# HERCULES

## Smokeless Shotgun

# POWDERS

**Peters**

HIGH GUN  
IDEAL  
PREMIER  
TARGET

**Remington**  
**UMC**

ARROW  
NITRO CLUB

**SELBY LOADS**

CHALLENGE  
SUPERIOR

**(U.S.) BLACK SHELLS**

AJAX  
CLIMAX

**Western**

FIELD  
RECORD

**WINCHESTER**

REPEATER  
LEADER

When you buy loaded shotgun shells you buy by name. You ask for your favorite make and see to it that you get it.

But if this is all you do you omit an important detail. You overlook the matter of powder.

It is just as easy to obtain a powder with which you are familiar, a powder in which you have full confidence, as it is to obtain your favorite make of shell. You ask for the powder by name just as you ask for the shell.

Hercules Smokeless Shotgun Powders, Infallible and "E. C.", may be obtained in the standard makes of shells given at the left. The shell you shoot is among them. You can obtain a Hercules powder in that shell by asking for it when you buy.

On the top wad of every shell, and on the side of the box in which the shells are sold, is printed the name of the powder with which the shell is loaded. Look for the name when buying. See that it is either Infallible or "E. C."

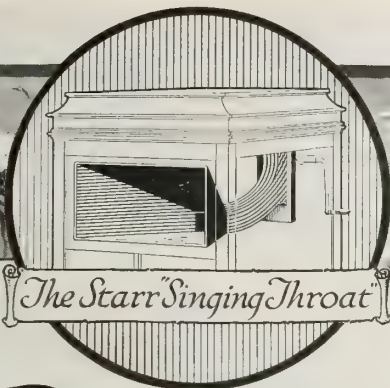
These powders are of high quality and uniform quality. They give light recoil, even patterns, and high velocity. Write for a free booklet which describes them fully.



**HERCULES POWDER CO.**

1035 Market Street  
Wilmington

Delaware



Upon snow-clad mountain-sides  
grows Silver Grain Spruce.  
From it, musical artisans carve

*The Starr "Singing Throat"*

# The Difference is in the Tone

BECAUSE no iron, no tin, no unvibrant wood, coarsely megaphones the music to your ears, unpleasant, unreal, metallic tones and nasal twang, are conspicuously absent in

\$100  
to  
\$200



\$250  
to  
\$300

Such unmusical substances—were they used for violin or piano sounding-boards—manifestly would harm the tone. Basic laws of tone reproduction are alike for all instruments.

A half-century of tone-study, and the production of over 150,000 splendidly-toned instruments, evidenced to The Starr creators that Silver Grain Spruce, the music-wood favored by Old Masters, was ideal. Since hands, guided by a musical *sixth sense*, carved from it the first Starr "Singing Throat," all music has been *voiced* as sweetly and as clearly as chimes upon a frosty night.

Starr-Jacobean  
Style VII, \$250 ✓

"The Difference is in the Tone—and Why," with representative's address, on request. The Starr is to be had in eleven artistic styles, \$50 to \$300. Each plays Starr and *all other* records.

New Starr Records on sale the 15th of each month

**The STARR Piano Company**  
Richmond, Indiana

Branch Stores, Distributors and Dealers Almost Everywhere

Makers also, of Starr, Richmond, Trayser and  
Remington Grand, Upright and Player Pianos

The Canadian Phonograph Supply Co., Ltd. Distributors  
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Come to California this winter ☉  
"Santa Fe all the way" ☉ ☉ ☉  
Following exclusive advantages:  
-Santa Fe de-Luxe weekly in winter  
-Fred Harvey meal service  
-Visit Grand Canyon enroute  
-And four fast trains daily  
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# California Limited

ASK FOR CALIFORNIA TRAVEL BOOKLETS  
W.J.Black, Pass Traffic Mgr. A.T.&S.F. Ry.

1055 Railway Exchange  
Chicago



*WE fellers that love the big out-doors  
made Nature's way, ain't  
likely to find much fault  
with tobacco made by  
the same recipe.*

*Velvet Joe*

**"Made Nature's Way"—**

There's the whole secret of VELVET'S goodness.

From the time that the ripe Burley tobacco is taken from the fields of Old Kentucky and placed in huge wooden hogsheads to mature, to the minute when its mellow smoke starts climbing from your pipe bowl, Velvet is aged by Nature.

It takes two long years for Nature to do her work, but when it's done the result is Velvet, the coolest and smoothest of tobaccos with full mellow flavor in every grain of it.

But prove for yourself that Velvet is all that we claim, and more, too. Fill your pipe with Velvet now.

*Liggett & Myers Tobacco Co.*

10c tins    5c bags  
1 lb. glass humidors





# Clysmic—Of Course

Because all the best clubs and hotels are glad to serve you Clysmic—they know it is the aristocrat of sparkling waters.

15 grains of Lithia Salts to the gallon.  
Sold everywhere in splits, pints and quarts only.

Don't accept ordinary waters.

Insist on genuine



## For Your Teeth—and Your Mouth

Pebeco Tooth Paste not only keeps your teeth clean and white but counteracts "Acid-Mouth"—probably the commonest cause of tooth decay.

# PEBECO TOOTH PASTE

Most authorities on dental science believe that right now, "Acid-Mouth" is destroying teeth in ninety-five out of every hundred mouths.

Find out today whether you are one of the

ninety-five by sending for a package of acid test-papers, (enough for a family test).

We will also send you a ten-day trial tube of Pebeco so that you can see how delightfully efficacious a real dentifrice can be.

OUR SIGN IS OUR BOND

*Pebeco is Sold by  
Druggists Everywhere*



LEHN & FINK  
138 William Street, New York



Send postal for wonderful Roast Turkey Recipe by Marion H. Neil. Useful Kitchen Hanger containing this and 100 other recipes, free from  
Lea & Perrins,  
241 West St., New York.

**Roast Ham Recipe**—Wash and soak large ham 48 hours in sufficient water to cover. Cover entirely with dough made of flour and water. Bake slowly 5 hours. Remove crust and skin and score it. Mix together 1 quart stale bread,  $2\frac{1}{4}$  cups milk, soak 30 minutes; add  $1\frac{1}{2}$  tablespoons Lea & Perrins Sauce, 2 beaten eggs, salt and pepper to taste. Fill openings with forcemeat and bake 1 hour. Serve hot with currant jelly. This ham is excellent cold.—Marion H. Neil.

**T**HANKSGIVING is a time when the delights of feasting seem in the very air. This makes it a good time to get acquainted with the rare, old-time relish—Lea & Perrins Sauce. Have a Thanksgiving Dinner this year that will be better, tastier and more wholesome than ever before. Use Lea & Perrins in the oyster-cocktail sauce, the soup, the entree, the turkey dressing—in the gravy and in the salad dressing. See for yourself how its lively piquancy brings out the taste of things.

# LEA & PERRINS SAUCE

*The Original Worcestershire*



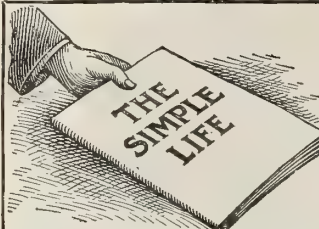


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## LIVE THE SIMPLE LIFE AT HOME

If you want to get the most out of life, you must live in accordance with Nature's laws.

In his little book, "THE SIMPLE LIFE IN A NUTSHELL," Dr. Kellogg tells you how you can live the "Simple Life" at home—and how to maintain 100% efficiency.

The book is free. Send for your copy *now*.

THE BATTLE CREEK SANITARIUM, Box 109c, BATTLE CREEK, MICH.

### PINEHURST

NORTH CAROLINA

Center of winter out-of-door life in the middle south.

4 excellent Hotels. The Carolina opens informally Nov. 10; formally Nov. 20. Three 18 hole golf courses and one of 9 holes. Splendid clay tennis courts. Trap shooting. Rifle range. Livery and saddle horses. Horse racing, running and steeplechasing. Splendid auto roads from eastern points. Through Pullman service. Information sent on request Gen. Office, Pinehurst, N.C., or Leonard Tufts, Boston, Mass.

|  |   |   |
|--|---|---|
| <p style="text-align: center; font-weight: bold;">MOUNT CLEMENS MICH.</p> <p style="text-align: center; font-weight: bold;">FOR RHEUMATISM<br/>THE PARK</p> <p style="text-align: center;">Mount Clemens, Michigan</p> <p style="text-align: center; font-size: x-small;">Where-to-go forms for Dec. close Nov. 1.</p> | <p style="text-align: center; font-weight: bold;">NEW ORLEANS LA.</p> <p style="text-align: center; font-size: x-small;">New Orleans<br/>HOTEL DE SOTO<br/>Million Dollar Home<br/>Rates Notably Moderate</p> | <p style="text-align: center; font-weight: bold;">SEATTLE WASH.</p> <p style="text-align: center; font-weight: bold;">HOTEL BUTLER</p> <p style="text-align: center; font-size: x-small;">Large airy rooms.<br/>Cafe without peer. Center of things. Taxi fare 25c.<br/>Rooms \$1.00 up, with bath \$2.00 up. Home comforts to the traveler. A. CHESHIRE MITCHELL, Mgr.</p> |
|--|---|---|

Weymouth Heights    HIGHLAND PINES INN    Southern Pines, N.C.

Home of winter golf. Tennis. Turkey and Quail shooting. 700 ft. elevation. Just right climate. No snow. Pure spring water. Best of everything. Cottages. Bungalows. Orchestra. Write CREAMER & TURNER, Proprietors, for booklet.

### OLD COINS

Large Fall Coin Catalogue of Coins for Sale, free. Catalogue quoting prices paid for coins, ten cents.

William Hesslein, 101 Tremont Street, Boston, Mass.

### Money-Making Farms

15 states, \$10 an acre up; stock, tools and crops often included to settle quickly. Write for Big Illustrated Catalogue.

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ROYAL MAILS (Neutral Flag) JAPAN

NEDERLAND and ROTTERDAM

Joint Pacific Service (1st, 2nd, and 3rd Cabin)  
YOKOHAMA, (Via Honolulu) Kobe, Nagasaki  
HONG KONG and  
SINGAPORE CHINA BATAVIA

Sailings from San Francisco Oct. 27, Nov. 10, 24, etc.

Single \$100 YOKOHAMA (2nd Cabin) \$150 R. T. J. D. Spreckels & Bros. Co. 601 Market St. S. F.

JAVA or H. E. BURNETT, 17 Battery Place, N. Y.

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Manufacturers want Owen Patents. Send for 4 free books; inventions wanted, etc. I help you market your invention without charge.

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and inventive ability should write for new "List of Needed Inventions," Patent Buyers and "How to Get Your Patent and Your Money," Advice FREE. RANDOLPH & CO., Patent Attorneys. Dept. 55, Washington, D. C.

## TO PARENTS

If you wish your children to have wider opportunities and a more valuable school training than you yourself enjoyed, you will be interested in "THE AMERICAN SCHOOL" by Walter S. Hinchman, a master in Groton School. A lucid and high-minded discussion of the problems that confront parents and teachers.

A line to your bookseller or to the publishers will bring a copy with bill. Net, \$1.00.

DOUBLEDAY, PAGE & CO., Garden City, N.Y.

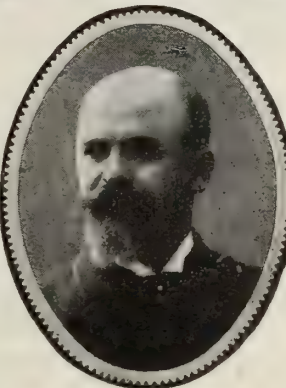


Tooth Brush

Used every day—note how your smile improves

# BEEMAN'S

ORIGINAL PEPSIN CHEWING GUM

A black and white portrait of a man with a full beard and mustache, wearing a suit and bow tie. The portrait is enclosed in an oval frame with a decorative, scalloped border.

## MY GUM IS GOOD FOR A HEADACHE

Indigestion is prevalent. Indigestion causes suffering. Indigestion induces headaches and dizziness. 40% of all ills can be traced to indigestion.

Thousands of physicians knew this years ago. But I was the first to produce a chewing gum expressly to bring relief from ills of the stomach.

I devised a scientific formula for gum, as a food chemist.

Multitudes now use my gum to ward off headaches and troubles of the stomach.



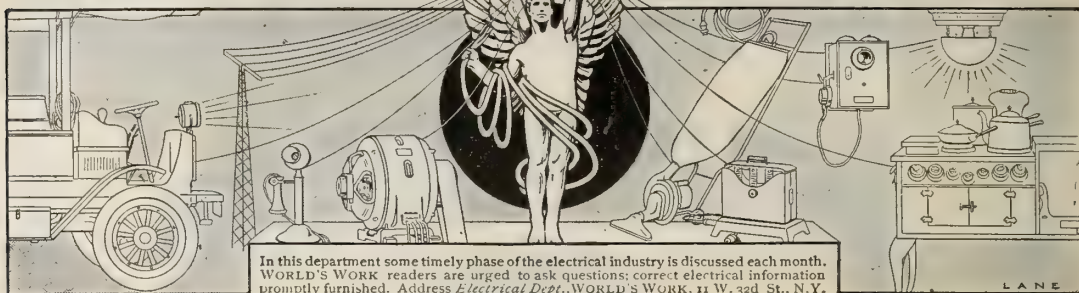
*E. E. Beeman*  
Doctor E. E. Beeman



AMERICAN CHICLE COMPANY



# DO IT ELECTRICALLY



## COOKING AND WASHING ELECTRICALLY

CONSIDER the family dinner, how it has been cooked; the family washing, how it has been washed.

Think, on the one hand, of bringing in the wood from the hill to start the fire under the kettle on the hearth and, on the other, of the picture you have seen of the village women gathered at the creek washing the town's clothes. In the next second, think of turning on an invisible spark under your roast beef and potatoes, or of that picture in the advertisement of the unusually good looking woman who sits calmly reading the latest novel beside a mechanical apparatus which is busily cleaning the whole family's "wash."

These are moving pictures in more than one sense. They tell of the very real revolution in methods in the family kitchen these days by which Bridget and Theresa get a taste at home of the more attractive factory work in handling a bit of machinery of their own. We all have a taste for machinery, it seems. Running an electric toaster, a chafing dish, a warming oven, or a grill, and connecting up the electric vacuum cleaner, proved fine preparation for the newest of electrical appliances, the electric range. This has started in thousands of women's minds the idea of electric cooking—a fire where you want it, when you want it, and as you want it, only the up-to-date range men deal in heat rather than fire, as the washing machine men deal in power as compared with "elbow grease."

As for electric cooking: in these days you may take your choice from electric

ranges over which the chefs of the St. Regis preside to a compact little "small family" stove, and substantially the same arguments hold good for all. There are no ashes, soot, gasses, or smoke, and thus work is lessened. An electric kitchen needs no matches, and thus fire danger is eliminated. In summer, when the "old reliable" stove heats up the house, the electric stove concentrates its heat just where, as well as when, it is needed, and thus makes for a cool kitchen. You don't need to "coax" the fire—it isn't a bit temperamental—so there is no waiting around. The uncanny certainty of electric heat does away with baking accidents. The electric men have a saying that electric cooking enables a poor cook to secure better results and a good cook to do her best. This brings in the question of comparative results. It is held that food cooked by electricity benefits not only by the certainty and evenness of the heat in all weather conditions, but is more savory than when cooked



by coal or gas since electricity does not generate gases and has no fumes or odors; hence food retains its vital essences and, as electric ovens are tightly closed, meat juices, for example, are not wasted by evaporation. This brings in the question of expense or comparative economy. There is considered to be a direct saving in cooking by electricity as against wood, coal, or gas on account of smaller loss in the cooking processes. Meats will lose from one-fourth to one-third of their weight in the old processes while the loss in electric cooking

DO IT ELECTRICALLY



## Wash With Electricity—The Easy Way— The Sanitary Way—The Economical Way

Right in your own laundry—in the electric light socket—is all the power necessary to do your washing. Why go on with the old-fashioned washboard or hand-washer way? Why not take advantage of the help so close at hand and which costs so little?

In these days when the servant problem looms larger than ever before, many women are finding the solution in the electrical appliances that reduce domestic labor.

This is especially true of the

# Western Electric Washer and Wringer



It removes the drudgery that drives help from the household and it more than repays the owner in servant's time saved and in lessened wear and tear on clothes.

In the Western Electric Washer the clothes are gently rocked back and forth in hot suds, in a smooth, perforated, revolving cylinder. No attention to the washer is needed while at work. The mechanism which operates it is enclosed. The wringer is reversible. The whole apparatus is quickly cleaned after using. Attaches to any electric light socket and uses very little current.

You can arrange for a *Free Trial* in your own home. Take advantage of this opportunity. Write to us for particulars. Drop a postcard to our nearest house and ask for Booklet No. 97-S.

## WESTERN ELECTRIC COMPANY

INCORPORATED

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Portland

EQUIPMENT FOR EVERY ELECTRICAL NEED



# DO IT ELECTRICALLY



Pain of any kind is most readily alleviated by Nature's own methods—Light and Heat.

## Thermolite

LIGHT AND HEAT INFUSER

gives you both—infusing radiant light, in addition to soothing heat, deep into the affected tissues. It *penetrates*—to a depth of two inches. It stimulates the circulation and relaxes the congestion which a hot water bottle or a poultice, with an application of heat only—and that only upon the surface—cannot reach effectively.

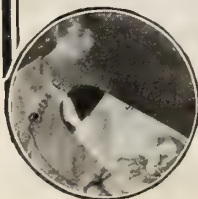
You can use Thermolite for any sort of ache or pain. It is always ready—attachable to any electric light fixture. Thermolite lasts a lifetime.

As harmless as sunlight, Thermolite will be instantly endorsed by your own physician. Ask him to-day.

\$7.50 delivered—money back if not satisfied.

*Send for free booklet*

H. G. McFADDIN & CO.  
45 Warren Street New York



is about one-eighth of the weight, which is quite a saving in a year's housekeeping. Experiments have demonstrated another bit of economy in that less expensive cuts of meat can be used to better advantage in electric cooking than by other processes. The explanation is that as the electric heat sears the meat it closes up the natural juices which are retained and the meat is more tender, more nutritious, and more palatable. There is also a saving in heat itself since no heat, comparatively speaking, goes "up the flue," the electric range not having a flue. The waste in a coal stove is greater than in a gas stove or range, and the waste in using gas is greater than in using electricity, so the greatest heating efficiency is found in electric cooking. Figures are even given to prove this. It is claimed as a result of tests that the average efficiency of gas ranges is 17 per cent., while that of electric ranges runs as high as 85 per cent. The actual cost of the electric current depends upon local conditions. In some places better competitive conditions obtain than in others and in those places electricity has a better chance to succeed against coal and gas. At this time there are about 2,800 American communities in which the rate for electric cooking is now 4 cents per kilowatt hour or lower, and at that rate electricity as fuel compares favorably with other fuels and has its distinctive advantages besides. The watt is the technical man's term for measurement of electric current, just as the quart is the universal unit of measurement for the milkman, and a "kilowatt" hour stands for the use of 1,000 watts of electricity for one hour. The best way to find out if you come in under the 2,800 most favored community class is to ask your local electric company and see how closely they can come to a cooking rate that will meet your other fuel rates. In a short time probably the company will come to you, for reasonable electric cooking rates are becoming more wide-spread every year.

As to washing by electricity, dishes as well as clothes, the story is soon told. The combination electric washing and wringing machines and the electric dishwashers, have resembled the automobiles of ten years ago—you needed a new model every now and then to keep pace with new inventions—but they are now well standardized and, in the language of the street, they "deliver the goods." The advantages, not to say the delights, of this achievement are certainly apparent.

The World's Work undertakes to furnish information on electrical subjects to its readers and will be glad to receive questions on various phases of the use of electricity for household, commercial, or industrial purposes. Address inquiries to: Electrical Department, World's Work, 11 W. 32nd Street, New York City.

DO IT ELECTRICALLY



*Save  
Your  
Labor  
Costs*

*The E.C. & M.  
Automatic Compensator*

The shifting of a million men from the *factories* to *fighting*, inevitably *compels* every labor-employer to do away with the *unnecessary* use of labor—to *replace* human effort by automatic equipment.

The E. C. & M. Automatic Compensator *removes* the skill and labor *ordinarily* needed to start A. C. Motors; with this Compensator, starting an A. C. Motor is as *simple* and *easy* as turning on an electric light.

Merely push one button to *start* the Motor; push another button to *stop* the Motor.

The E. C. & M. Automatic Compensator offers so much in the way of *economy*, *safety* and *speeded production* that it must be judged in terms of *quality* rather than in terms of *cost*.

**THE ELECTRIC CONTROLLER & MFG. CO.**  
CLEVELAND, OHIO



DO IT ELECTRICALLY

# A Draught is Dangerous Ventilation

## Sturtevant

(REG. U. S. PAT. OFF.)

### Ventilating, Heating, and Air-Washing Systems

Only rarely will a "natural" change of air through the pores of building materials, through cracks, joints in the floors, windows, and doors provide necessary renewal of air.

Open windows and doors invite draughts and draughts are dangerous because they leave a crop of colds and sickness in their trail.

Modern factories are equipped with Sturtevant Systems of Ventilation because only a positive fan system insures an adequate change of pure fresh air without draughts to every part of a building. Sturtevant Systems insure SAFE ventilation because air is distributed independent of weather conditions and *without draughts*.

Sturtevant equipped factories attract and hold the highest grade help. Why not cut down excess sick-leave; energize tired, faltering hands; increase production; improve the quality of the product you sell and make your employees happier by installing a Sturtevant Ventilating, Heating, and Air-Washing System in your factory?

Send for Book, "Getting Dividends Out of Air," telling the commercial advantages of positive ventilation.



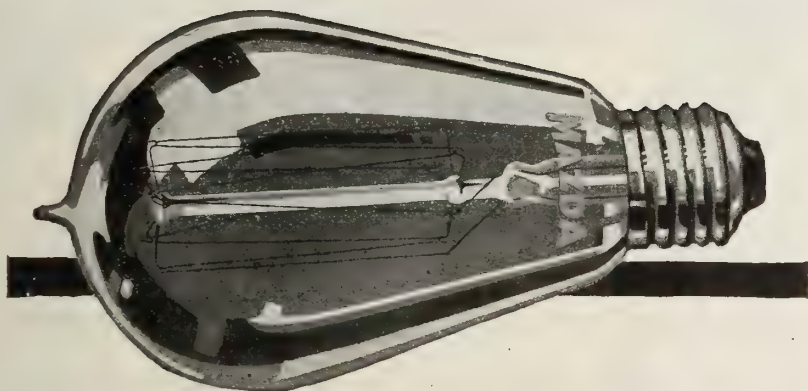
**B. F. Sturtevant Co.**  
Dept. 711, Hyde Park, Boston, Mass.

and all principal cities in the world  
Largest Manufacturers of Fans, Heating & Ventilating apparatus in the world.



Portable Ready-to-Run Fan for small ventilating requirements

DO IT ELECTRICALLY



# MAZDA

*"Not the name of a thing, but the mark of a service"*

MAZDA Service—a systematic research for making good lamps better

#### The Meaning of MAZDA

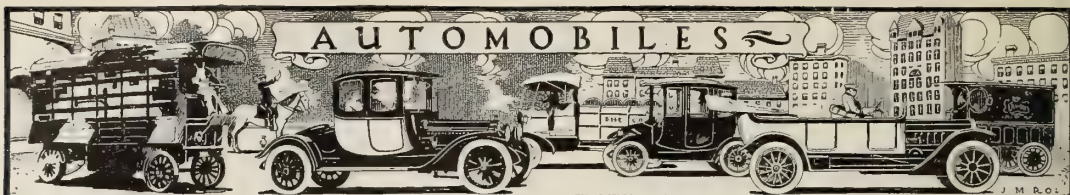
MAZDA is the trademark of a world-wide service to certain lamp manufacturers. Its purpose is to collect and select scientific and practical information concerning progress and developments in the art of incandescent lamp manufacturing and to distribute this information to the companies entitled to receive this Service. MAZDA Service is centered in the Research Laboratories of the General Electric Company at Schenectady.

The mark MAZDA can appear only on lamps which meet the standards of MAZDA Service. It is thus an assurance of quality. This trademark is the property of the General Electric Company.



RESEARCH LABORATORIES OF  
GENERAL ELECTRIC COMPANY





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# WHAT DO YOU KNOW ABOUT THE CLUTCH?

SUGGESTIONS COVERING LUBRICATION AND TRANSMISSION OF MOTOR TRANSMISSION COUPLING THAT WILL PROVE OF VALUE TO AUTOMOBILE OWNERS

THE average automobile owner can hardly be expected to have a complete technical knowledge of the construction of his car, but there are certain things of primary importance with which he should be thoroughly familiar. On the all important subject of the clutch we quote from a very excellent article in the *Newark Call* as follows:

One of the vital parts of the car which the average owner never sees is the clutch. He knows when he has clutch trouble, but when this occurs he scampers straight away for the service station and has the adjustment or repair made there. It is a compliment to the sturdiness of clutch construction in the main that this should be so, but nevertheless the car owner ought to understand something about this vital part, so as to be able to adjust or repair it if it should be necessary on the road.

Everyone understands, presumably, that the clutch is that unit which makes the connection between the engine and the transmission. In other words, it is the flexible coupling which permits the driver to apply the power to the driving element or to remove it at will. Its importance is obvious. Failure here will disarrange the mechanism by interrupting the flow of power to the driving wheels.

## TWO TYPES, CONE AND DISK

Clutches are of two types, cone and disk. There are certain sub-divisions under both these headings, which we shall note later. The cone clutch is aptly described by its name. It is simply a portion of a cone, the fly-wheel being shaped to receive it, engagement being insured by means of a spring, which presses the clutch home.

The cone is faced with leather or asbestos fabric which protects the surface and gives tractive hold. In this type of clutch the small end of the cone faces the engine, and when the part is released it moves back toward the body of the car.

Disk clutches include a type that have come to be called plate clutches, although in fundamental principles the two are blood brothers. Probably the most popular variation of this general type of clutch is the multiple disk, which may have as many as fifty or more small disks in its make-up. In these clutches the inside of the flywheel is hollowed out in what is termed a drum. The inner surface of this drum is fitted with keys, the function of which is to keep the disks in a fixed position in relation to each other. There are two sets of disks, one on the flywheel, comprising the driving disks, and the other set on the shaft, which transmits the power back to the gear set, and these are the driven disks. When the clutch is engaged these two sets of disks press firmly against each other. On the other hand, when the clutch is disengaged the driven disks are pulled out of the way of the driving disks, and the flywheel spins around without sending the power back to the gear box.

The plate clutch variation of the disk type, instead of the numerous disks employs just three plates. One of these plates is the driving unit and the other two driven elements. The plates may be made of steel, with cork inserts, or they may be of fabric. This latter type of clutch is comparatively new and seems to be gaining considerable popularity.

There is still a further subdivision to be made in the disk clutch class, as some of them run in

## Choose Your Truck as You Choose Your Help

You buy labor on one standard only—ability to deliver the service you want. Fitness for the job marks the one man from a score of others.

Choose your trucks as you choose your help. Mere possession brings neither profit nor satisfaction. You want haulage service—facilities that will do the greatest amount of work for the least expenditure of money, energy and time.

If this is the basis of your choice, Federals must command consideration. Haulage service delivered to fit individual needs has always been the principle behind Federal construction. It has won for Federals their foremost place in the service of American business.



*A Federal for every need. One to five ton capacities.*

*Write for "Federal Traffic News"—issued for business men in the interests of better transportation methods.*

**Federal Motor  
Truck Co.**  
Detroit, Mich.



# FEDERAL



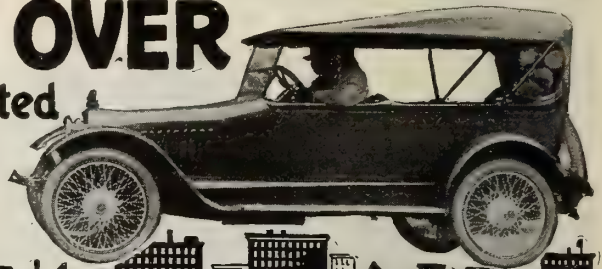
oil inside a tight housing. The prevailing type is the dry disk, however, which comprises probably 80 per cent. of the class. Within the last few months a motor car manufacturer has announced a cone clutch running in oil, which is an entirely new departure in so far as we know.

Now, clutches suffer from certain very definite ailments which have definite remedies, and we shall try to make all these clear as briefly as possible. Slipping, grabbing and end-play are the principal failures of clutches. Slipping means that the male member of the unit slips around in the female member, the power intended to be transmitted to the rear wheels being lost in the process. Grabbing means that the clutch takes hold too harshly, jarring the whole mechanism and jerking the passengers in the car out of their seats. End-play means generally the failure of the spring which holds the driven member in engagement with the flywheel.

In cone clutches there is a tendency for the clutch to keep turning after it has been released from engagement with its driving member. This is known as spinning, and disk clutches are not entirely free from it. So prevalent is this trouble that many car manufacturers install what are known as clutch brakes to stop this spinning automatically.

One of the tendencies of the cone clutch is grabbing in engagement. Instead of sliding smoothly into engagement with the fly-wheel, a jerky, bumping action takes place, which is annoying, to say the least. To remedy this, springs are usually fitted under the leather facing of the cone, which press it into firm engagement. Circular springs are also used in the fly-wheel member, and various other expedients have been adopted. The idea is to induce a gradual engagement of the leather facing, instead of a harsh settling into place of the whole cone at once. In time it becomes necessary to adjust these springs to makethemcontinue performing their appointed function properly. Occasionally it happens that no adjustment will give relief from grabbing, and this means a job for the expert. It may be that a treatment of the leather with neatsfoot oil will bring the desired results. Sometimes it is necessary to remove the leather facing altogether and, after soaking it in oil, run it through a clothes wringer to squeeze out the excess. This makes the leather more pliable and may cure the trouble. It must be remembered that too much oil on the clutch is bad, as it will destroy the grip of the part, which will immediately develop slipping of an aggravated character.

## 586.8 MILES OVER Chicago's Most Congested Streets in 24 Hours On High Gear



### A Remarkable Feat Accomplished by a Stromberg-Equipped Stock Seven-Passenger Chalmers

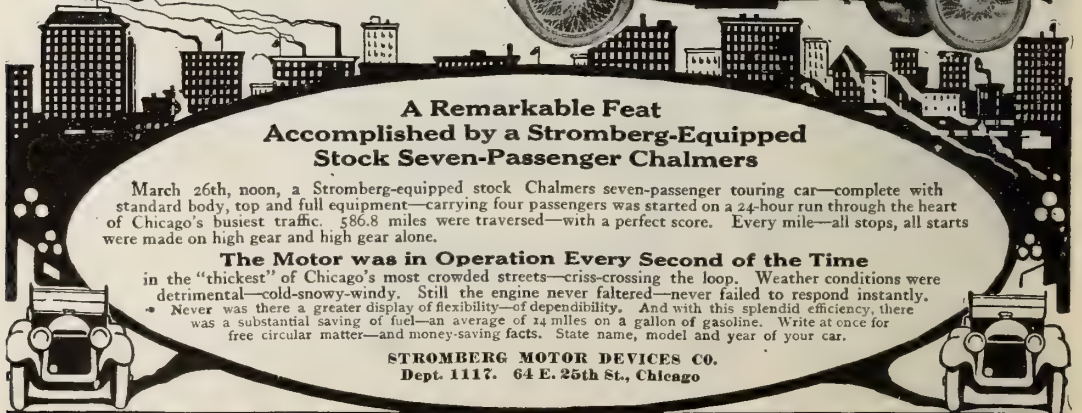
March 26th, noon, a Stromberg-equipped stock Chalmers seven-passenger touring car—complete with standard body, top and full equipment—carrying four passengers was started on a 24-hour run through the heart of Chicago's busiest traffic. 586.8 miles were traversed—with a perfect score. Every mile—all stops, all starts were made on high gear and high gear alone.

#### The Motor was in Operation Every Second of the Time

in the "thickest" of Chicago's most crowded streets—criss-crossing the loop. Weather conditions were detrimental—cold-snowy-windy. Still the engine never faltered—never failed to respond instantly.

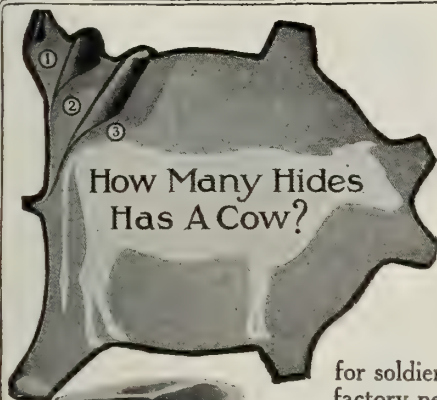
• Never was there a greater display of flexibility—of dependability. And with this splendid efficiency, there was a substantial saving of fuel—an average of 14 miles on a gallon of gasoline. Write at once for free circular matter—and money-saving facts. State name, model and year of your car.

STROMBERG MOTOR DEVICES CO.  
Dept. 1117. 64 E. 25th St., Chicago



# New STROMBERG Does it! CARBURETOR

IIIIII ☆ DU PONT AMERICAN INDUSTRIES ☆ IIIIII



How Many Hides  
Has A Cow?



For  
Automobile  
Tops and  
Upholstery



For Boat  
Cushions and  
Upholstery



For Furniture  
Upholstery



For Bags,  
Trunks and  
Suitcases



For Book  
Binding



For Home  
Decorations,  
Novelties,  
Belts, etc.

*Uncle Sam Knows the Real Answer:*

## NOT ENOUGH! SAVE LEATHER For Soldiers

**T**O make America's hide supply go as far as possible, hides are being split into five or more thin sheets; but, even this saving scheme fails to meet the requirements for soldiers' shoes, harness, equipment, ship upholstery, factory needs, etc., chiefly because too much hide leather is used by the public in places where high grade leather substitutes will serve as well or better.

### Uncle Sam Has Set the Pace

The new U. S. motor trucks and ambulances will be upholstered in leather substitutes. For several years the standard for book binding in the Government Printery has been Du Pont Fabrikoid.

The upholstery specifications for the new Merchant Marine call for



*Craftsman Quality*

What Uncle Sam has found by experience and tests good enough for the Government's severe requirements should be good enough for every loyal American.

### How You Can Help

If you are a manufacturer using leather probably part or all of your requirements can be met by some grade of Fabrikoid. While not feasible for every use of leather, the illustrations herewith show its wide range of utility.

If you use leather in your home for any purpose, try the proper grade of Fabrikoid instead.

When buying an automobile, boat or piece of furniture prefer Fabrikoid upholstery. Help the manufacturer conserve leather by patronizing those who use good leather substitutes like Fabrikoid.

Every hide displaced by a good substitute helps supply our armies with shoes, our farms with harness and our factories with belting—it helps win the war.

Manufacturers! write us your requirements and let us co-operate with you.

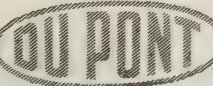
Americans everywhere! write for samples and names of manufacturers of the article you want, who use Fabrikoid and of stores near you selling it by the yard.

**DU PONT FABRIKOID CO. Wilmington, Del.**

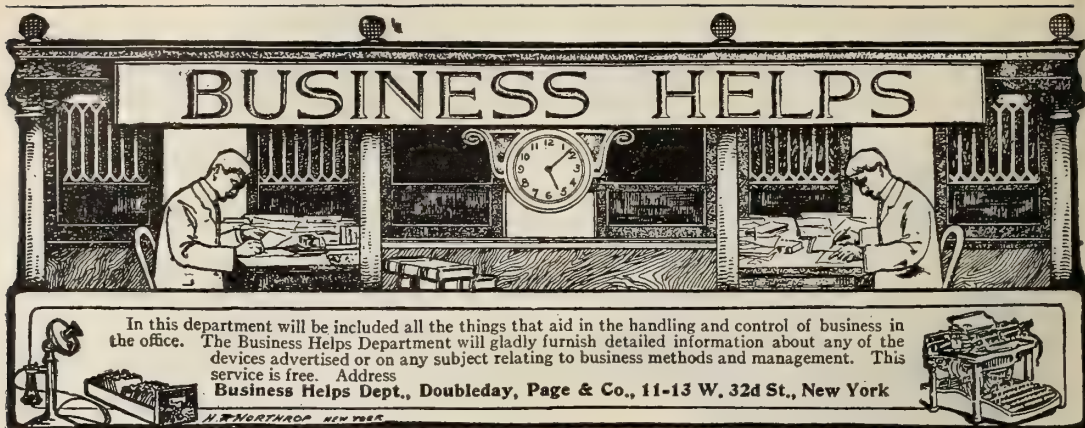
*World's Largest Manufacturers of Leather Substitutes*

Factories at

Newburgh, N. Y.; Elizabeth, N. J.; Fairfield, Conn.; Toronto, Ont.







## THE MACHINE IN ACCOUNTING

IN THE very heart of New York's greatest commercial centre the president of a large and important concern died recently who had never permitted his company to have a type-writing machine or a telephone.

All around him were offices which were outfitted with labor- and time-saving appliances to the nth degree of efficient management, yet he had "dug in" so strongly in the early days and had kept himself so well fortified against the assaults of Progress that he held on to the very end, and passed out as perhaps the last defender "down town" of the Things as they Were.

Suppose it were possible for the Noble Army of Office Appliances to march into such an office to-day! The jingle of bells, the sound of buzzers, and the rattle of typewriters would waken memories of long years' standing. Of course, the quill pen has gone. The big cash books and ledgers would still be there, and perhaps bookkeepers would still be adding their columns, up one side and down the other. Just dwell a moment on the ancient and honorable process of adding. The first mechanical contraption which was put on the market to relieve the bookkeeper of his adding was received, only a few years ago, with as much distrust of its integrity and truthfulness as the first telephone, but the deadly parallel demonstration that it takes so many minutes to add up these columns in the old way and so many seconds with an adding machine, proved conclusive. Once getting accustomed to accepting its results in addition, it was only a step to agree that it could likewise subtract, multiply, and divide.

Then the "loose leaf" man and the "machine bookkeeper" man, thus encouraged, cut out more tradition, more work and more uncertainty. Now practically all bookkeeping processes are shortened and simplified by machinery. One of the most advanced machine methods is that of ledger posting. Pay rolls are figured out

on machines which tell the amount to be paid for a given number of hours' work at a given rate per hour. Cost machines tell the cost of producing so many pieces of an article at so much per piece. The interest of a certain sum of money for a given period at a certain rate per cent. is obtained by machines almost instantly. You have to write a certain date a lot of times a day, January 1st, for example. All you need to do is to lock one key in the machine in the morning and all day you write your date automatically. The treasurer formerly carefully wrote out all of his checks by hand. Now the signature alone is a hand operation. The hardest worked machine in the office will be the typewriter, as nowadays it is promoted from its former exclusive job of writing letters to the making of checks, invoices, shipping orders, factory department orders and bills of lading and in some cases all of these latter things (except checks) are made at one operation by the use of carbon paper. The machine that pleases the boss the most is the one which lights up and smiles when the customer clinches the bargain by tendering the money. This machine has been educated and trained to the point of being able to do 15 things in three seconds, not including the light and the smile.

Of course, there are the bills on the "thirtieth!" Efficiency has filled office managers with the idea of greeting customers with statements of accounts at breakfast on the first day of the month and no other, and machines have done it. There are the machines which bookkeepers use to keep accounts posted daily, ready to add automatically as soon as the "thirtieth" comes. Other machines produce addressed envelopes, if the boss has a prejudice against "open face" envelopes, and the chief bookkeeper and his assistants march merrily out with the other folks on the last of the month, and go to the "movies" as contentedly that evening as on any other.



# Protectograph

## Check Writer



**Todd Two-Color System**  
**FIFTY ONE DOLLARS SIX CENTS**  
 AMOUNT WORDS RED—DENOMINATIONS BLACK

### Makes Your Check "O. K."

The 1918 Model Protectograph protects the amount *as it writes*—a whole word to each stroke of the handle. Leaves no room for argument between yourself and the bank as to whether you signed a check for, say, \$500, or only \$5.

Protectograph System (Todd Patents) "shreds" each character into the fibre of the check, draft, acceptance, or whatever it may be, in words (not figures), in Dollars and Cents, exact to the penny, in two vivid colors of insoluble ink for maximum protection and legibility.

This is the original Todd principle that has never failed—adopted and endorsed by over 600,000 users, including Business Houses large and small, Banks, Government Treasuries the world over.

1918 Model illustrated above, with the new improvements for speed and greater efficiency, \$40 to \$75. Other Protectographs in all sizes and prices, a model for every business and individual requirement.

PROTOD Chemical-Fibre Checks and Drafts, Forgery proof (Registered like U. S. bank notes), printed to your specifications. Samples and prices on request.

If you knew how many bank accounts are overdrawn daily through checks being raised, forged and "counterfeited" and cashed for large sums, you'd appreciate the importance to you of the Todd system. **Use this coupon**

### TODD PROTECTOGRAPH CO.

(Established 1899. World's Largest Makers of Check Protecting Devices.)

1168 University Ave., Rochester, N. Y.



Todd  
Protectograph  
Co., Rochester

## FREE

Send to address on enclosed letterhead the confidential Book by a Celebrated Detective, who explains how modern Check Raisers operate.

Name.....

W. W.  
11-17





## Steel Files Would Have Saved His Business

A hidden electric wire—a nail—insulation frayed—a fire at midnight!

Next morning an office in ruins—letters, records, papers, all destroyed!

"What is your loss?" asks the sympathetic friend.

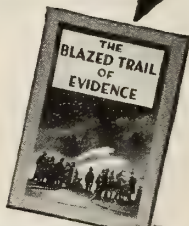
"Our real loss? \$50,000 wouldn't cover it; *we don't even know who owes us money now.*"

This is a true story. It is only one of many such stories in our new book on fire and the proved protection of

## Art Metal Steel Office Furniture & Files

This book costs nothing but a 2c stamp and a minute's time. Send for it today. Don't wait for fire to force the issue!

*This Free Fire Book may save YOUR business.*



### SEND COUPON FOR FREE FIRE BOOK!

**ART METAL CONSTRUCTION CO., Inc.**  
411 Metallic Ave., Jamestown, N. Y.

Send me your new book, "The Blazed Trail of Evidence," and tell me the location of the nearest Art Metal Store.

Name.....

Address.....  
(Please pin to your letterhead)

## The Reason Why A MULTIPLEX HAMMOND



appeals so strongly to the individual writer is that it has marvelous versatility; its flexibility is beyond compare.

Those who can obtain exclusive benefit from the "Hammond" are

**BUSINESS EXECUTIVES**  
**AUTHORS AND LITERARY PEOPLE**  
**SOCIAL AND BUSINESS SECRETARIES**  
**DOCTORS, SURGEONS AND CHEMISTS**  
**MATHEMATICIANS, ENGINEERS**  
**COLLEGE PROFESSORS AND STUDENTS**  
**CLERGYMEN, LECTURERS**

If you are in these classes, be assured that you would obtain unimaginable information if you asked us for our catalogue and data upon your particular branch of work.

### A Few Samples of Multiplex types

**Petite**—for extra condensing  
**Miniature**—private, refined letters.  
**Small Roman**—neat business  
**Vertical Script**—private letters.  
**Medium Roman**—general letters.  
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**SPECIAL GOTHIC**—CLEAN CUT  
**Large Gothic**—sermons, lectures.  
**Large Roman**—sermons, lectures.  
**Print-type**—new, attractive.

Some of the points of construction which the "Hammond" possesses exclusively are.

**Two Complete** and different Type Sets on Every Machine. Hundreds to select from, including the World's languages. All useable on the one machine.

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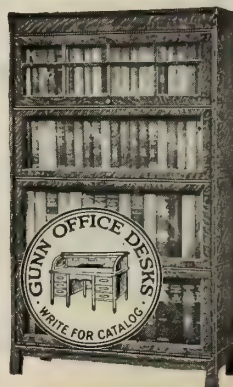
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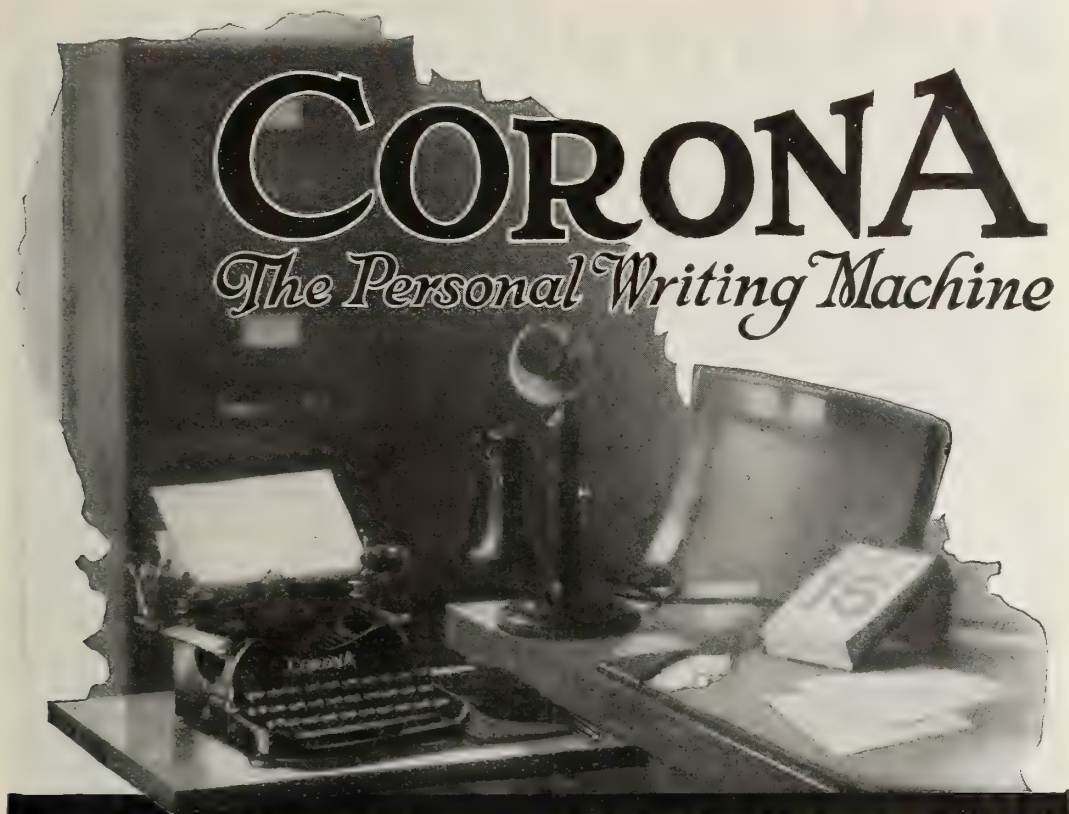
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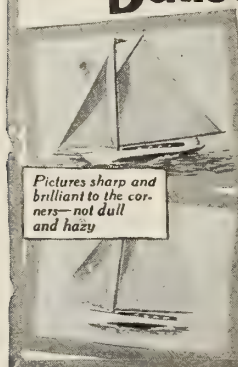
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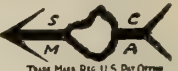
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- |   |  |
|---|--|
| <input type="checkbox"/> ELECTRICAL ENGINEER        | <input type="checkbox"/> SALESMANSHIP            |
| <input type="checkbox"/> Electric Lighting          | <input type="checkbox"/> ADVERTISING             |
| <input type="checkbox"/> Electric Railways          | <input type="checkbox"/> Window Trimmer          |
| <input type="checkbox"/> Electric Wiring            | <input type="checkbox"/> Show Card Writer        |
| <input type="checkbox"/> Telegraph Engineer         | <input type="checkbox"/> Sign Painter            |
| <input type="checkbox"/> Telephone Work             | <input type="checkbox"/> Railroad Trainman       |
| <input type="checkbox"/> MECHANICAL ENGINEER        | <input type="checkbox"/> ILLUSTRATING            |
| <input type="checkbox"/> Mechanical Draftsman       | <input type="checkbox"/> Cartooning              |
| <input type="checkbox"/> Machine Shop Practice      | <input type="checkbox"/> BOOKKEEPER              |
| <input type="checkbox"/> Gas Engine Operating       | <input type="checkbox"/> Stenographer and Typist |
| <input type="checkbox"/> CIVIL ENGINEER             | <input type="checkbox"/> Cert. Public Accountant |
| <input type="checkbox"/> Surveying and Mapping      | <input type="checkbox"/> TRAFFIC MANAGER         |
| <input type="checkbox"/> MINE FOREMAN OR ENGINEER   | <input type="checkbox"/> Railway Accountant      |
| <input type="checkbox"/> Metallurgist or Prospector | <input type="checkbox"/> Commercial Law          |
| <input type="checkbox"/> STATIONARY ENGINEER        | <input type="checkbox"/> GOOD ENGLISH            |
| <input type="checkbox"/> Marine Engineer            | <input type="checkbox"/> Teacher                 |
| <input type="checkbox"/> ARCHITECT                  | <input type="checkbox"/> Common School Subjects  |
| <input type="checkbox"/> Contractor and Builder     | <input type="checkbox"/> Mathematics             |
| <input type="checkbox"/> Architectural Draftsman    | <input type="checkbox"/> CIVIL SERVICE           |
| <input type="checkbox"/> Concrete Builder           | <input type="checkbox"/> Railway Mail Clerk      |
| <input type="checkbox"/> Structural Engineer        | <input type="checkbox"/> AUTOMOBILE OPERATING    |
| <input type="checkbox"/> PLUMBING AND HEATING       | <input type="checkbox"/> Auto Repairing          |
| <input type="checkbox"/> Sheet Metal Worker         | <input type="checkbox"/> Navigation              |
| <input type="checkbox"/> Textile Overseer or Supt.  | <input type="checkbox"/> AGRICULTURE             |
| <input type="checkbox"/> CHEMIST                    | <input type="checkbox"/> Poultry Raising         |
|   | <input type="checkbox"/> Spanish                 |
|   | <input type="checkbox"/> German                  |
|   | <input type="checkbox"/> French                  |
|   | <input type="checkbox"/> Italian                 |

Name \_\_\_\_\_  
 Present Occupation \_\_\_\_\_  
 Street and No. \_\_\_\_\_  
 City \_\_\_\_\_ State \_\_\_\_\_



## His Parents Happy Now!



## THE Keeley Treatment For Liquor and Drug Using

**T**HOUSANDS of fathers and mothers endorse the Keeley Treatment for what it has done in removing a son's craving for liquor or drugs. Experienced, kindly physicians. No dangerous drugs; no nausea. Pleasant surroundings. 32 years' success. Both sexes. Correspondence confidential.

Write for confidential information to any of the following Keeley Institutes

|   |   |                                       |
|---|---|---------------------------------------|
| Buffalo, N. Y.<br>799 Niagara St.                           | Lexington, Mass.<br>Los Angeles, Cal.<br>2400 W. Pico St. | Portland, Me.<br>Salt Lake City, Utah |
| Columbus, Ohio<br>Crab Orchard, Ky.                         | Marion, Ind.<br>Philadelphia, Pa.<br>1424 Girard Ave.     | St Louis, Mo.<br>2803 Locust St.      |
| Dwight, Ill.<br>Grand Rapids, Mich.<br>735 Ottawa Ave. N.W. | Pittsburgh, Pa.<br>4246 Fifth Ave.                        | Waukesha, Wis.<br>West Haven, Conn.   |
| Hot Springs, Ark.<br>Kansas City, Mo.<br>3014 Euclid Ave.   | Plainfield, Ind.  | London, England                       |



## Relief from Rupture

**The Brooks Rupture Appliance** has given relief in thousands of cases where other means have failed. Permits participation in activities otherwise prohibited. Automatic air cushion provides firm, yet gentle pressure. It retains the protrusion at all times. Always covers the ruptured spot. Clings closely, never slips.

### A NEW INVENTION

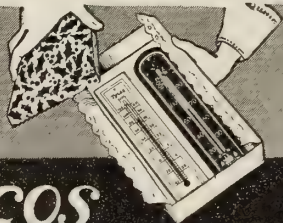
**Brooks Rupture Appliance** is not a truss. No dangerous springs—no hard rubber pads. Made to measure. Sent on

trial. Durable, cheap. Write for measurement blanks.

**BROOKS APPLIANCE CO.**

271 C State Street

Marshall, Mich.



**Tycos**  
**THERMOMETERS**  
make acceptable Gifts.

Taylor Instrument Companies  
ROCHESTER, N.Y.

There's a Tycos Thermometer for Every Purpose.

**WHY** was the Abandoned Room kept so tightly closed?

**WHAT** was the dread secret of the Blackburn Clan?

**WHY** was Jenkins, the butler, so eager to hide the damning evidence against Bobby Blackburn?

**WHY** were Carlos Paredes and Dr. Groom so eager to suggest supernatural causes of the murders?

**WAS** Katherine implicated . . . there was the motive . . . ?

These are some of the questions you will ask yourself as you read Wadsworth Camp's latest mystery novel, **THE ABANDONED ROOM**. Ask your bookseller for it.

Illustrated. Net, \$1.35

Published by

**DOUBLEDAY, PAGE & CO.**

Garden City

New York

## Who is Martie?

She is the heroine of Kathleen Norris's new novel

## "Martie The Unconquered"

**NEW YORK TIMES:** According to this paper, Martie is "the most real and vital of her (Mrs. Norris's) gallery of feminine portraits."

**NEW YORK TRIBUNE:** "The novel is a masterpiece. . . . It is one of the best half-dozen works of fiction of the present year."

**BOSTON TRANSCRIPT:** "Never has she (Mrs. Norris) succeeded so well. She has written a story of the hour and for the hour."

("Martie The Unconquered," by Kathleen Norris. Illustrated. Net, \$1.35)

At All Booksellers

Published by

**DOUBLEDAY, PAGE & CO.**

Garden City

New York

Bring Down  
Building  
Costs With-

HY-RIB

Eliminate the cost of forms! Save studs, stiffening channels and wiring! Save floor space and dead-weight! Prevent makeshifts, inconveniences and delays! By constructing your new building, whether large or small, with HY-RIB, you will lower its cost considerably, and at the same time have a *permanent, fireproof and more valuable* building.

In roofs, floors, walls, sidings, partitions, ceilings and furring—in arched floors, culverts, conduits, sewers, silos and tanks—in construction work of all kinds—HY-RIB reduces building costs by saving *materials, labor and time.*

HY-RIB is a steel mesh stiffened by rigid, *deep* ribs, manufactured from a single sheet of steel. *Eliminates forms and all special equipment.* Furnished straight or curved, cut to desired length at the factory. Its use is decidedly simple. The easily handled sheets are fastened to the supports and the plaster or concrete applied.

Let us show you conclusively how you can bring down building costs with HY-RIB. If you plan to build a new structure, *send to-day* for valuable HY-RIB handbook containing specifications, tables, illustrations, etc.—free.

**TRUSSED CONCRETE STEEL CO.**

Dept. H-6, Youngstown, Ohio

Representatives in Principal Cities

Kahn Building Products for modern permanent construction cover *Reinforced Concrete* in all its phases; *Steel Window Sash* of every type; *Metal Lath* for plaster and stucco; *Pressed Steel Joists* and *Studs*; *All Steel Buildings* of panel units, etc.

**KAHN**  
**Building**  
**Products**

**TRUSSED**  
**CONCRETE**  
**STEEL**  
**CO.**



# GRATON & KNIGHT

Standardized Series

## LEATHER BELTING

*Tanned by us for belting use*

### The Double Tax on Unstandardized Belting

A belt unsuited to its work loses money for you in two ways at once.

The first is hard to detect. It occurs in the gradual slowing down of machines; in reducing output. It is "leaky" power.

The second is a direct dollars-and-cents cost for expensive repairs and adjustments—unnecessary had the correct belt been installed originally.

\* \* \*

The high cost of unstandardized belting was painfully discovered by a

mill superintendent recently. It was necessary to replace a 24" 3-ply belt that had given long and profitable service. The superintendent thought he could economize by installing a 2-ply belt of different tannage.

Within 4½ months the cost of adjustments and repairs (not including first cost) piled up to \$203.59. Then a test showed the efficiency to be less than with the old 3-ply belt.

Result—a 24" 3-ply Heart belt—the "Standardized" belt for that job—installed.

*If you don't know where you are being taxed by wrong belting,  
let Graton & Knight Representatives show you*

### THE GRATON & KNIGHT MFG. CO.

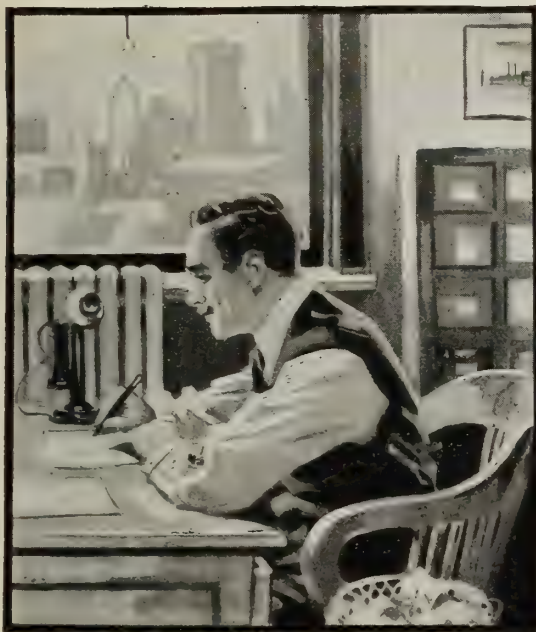
*Oak Leather Tanners, Makers of Leather Belting,  
Lace Leather, Packings and Specialties  
Worcester, Mass., U. S. A.*

Branches and Distributors in Principal cities  
Unassigned Territory for Dealers

48" 3-ply Graton  
& Knight Spartan  
Belt in Mill of At-  
lantic Steel Co.,  
Atlanta, Georgia

GRATON  
AND  
KNIGHT

# Your Office is Comfortable During Coldest Weather—But What About Your Home?



While you sit in comfort in your office, are your wife and family uncomfortable in a house with a poor heating system?

*Big-building* heating has gone away ahead of *home* heating. Until recently it was better and cheaper in every way.

But now comes the Dunham Home Heating System—as perfect for the *home* as the nationally-known Dunham Vacuum System is for hotels and office-buildings.

The Dunham System for the *home* will keep your family as warm and comfortable as you are in your *office*, and do it on the smallest possible amount of coal.

The Dunham System of Heating controls the dampers automatically—it never lets the fire burn more than is necessary. Overheating as well as underheating is prevented.

The Dunham System is absolutely quiet in its operation. No radiator will hiss or pound, drip or spurt. That wonderful little guardian of the coal pile—the Dunham Radiator Trap—will prevent this waste of heat units.

## The DUNHAM SYSTEM OF HEATING



### The DUNHAM Radiator Trap

This device is one of the fundamentals of the Dunham Home Heating System. It is known the world over to heating engineers as the device that revolutionized Vacuum steam heating. Leading architects everywhere use it.



The Dunham Home Heating System will not only save you money on your coal bill, but will enable you to render a real service to the Government.

The war has made, and will continue to make, severe drains upon the Nation's coal resources. Not a ton must be wasted. The national supply must be conserved and equitably distributed. The Dunham Home Heating System will help you help your country. The coal the Dunham System saves you will release that much coal for war needs.

**FREE BOOKLET.** Property owners, tenants, real estate men, heating contractors, architects and builders should read our latest book, "Dunham Heating for the Home." Send for your copy.

Responsible Heating Contractors everywhere install the Dunham Home Heating System

**C. A. DUNHAM COMPANY, Marshalltown, Iowa**

DIVISION SALES OFFICES: Chicago, New York, San Francisco

Boston  
Rochester  
Albany  
Philadelphia  
Washington, D.C.

Birmingham  
Pittsburgh  
Cleveland  
Detroit

Indianapolis  
Louisville  
Milwaukee  
Minneapolis

**BRANCHES:**

Davenport  
Des Moines  
St. Louis  
Kansas City

Fort Worth  
Dallas  
Denver  
Cheyenne

Salt Lake City  
Spokane  
Seattle  
Los Angeles

BRANCH OFFICES:

Halifax

C. A. DUNHAM CO., Ltd., Toronto, Canada

Montreal

Ottawa

Winnipeg

Vancouver



1828

MOTT

1917

**STEP IN!** Shut the water-tight plate-glass door.

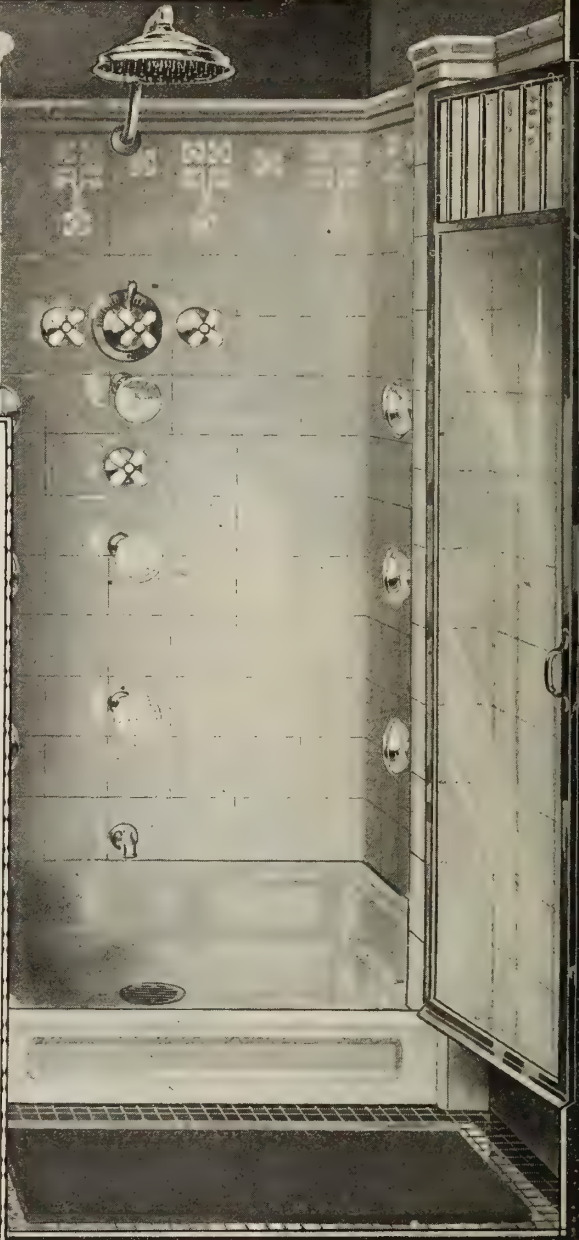
Glance around! Only the essential fixtures in sight—all other pipes and fittings are concealed!

Turn the single lever and you get *just* the temperature you wish—thanks to that accommodating little instrument, the Leonard Thermostatic Valve.

Nine rose-sprays, ranged round the sides, dart their tiny streams in rapid-fire from any angle you wish.

*Talk about LUXURY in bathing!*

If you are interested in this incomparable Mott Shower, write for Booklet "L," sent free on request.



THE J. L. MOTT IRON WORKS, TRENTON, N. J.

New York, Fifth Avenue and Seventeenth Street

Toronto, Can.

†Boston

†Pittsburgh

†Chicago

Atlanta

Los Angeles

†Philadelphia

Seattle

Cleveland

Dallas

†Detroit

†Des Moines

†Toledo

Portland, Ore.

†Washington, D. C.

Columbia, S. C.

Minneapolis

†New Orleans

Denver

†San Francisco

†St. Louis

†Showrooms equipped with model bathrooms

Winnipeg, Can.

†Montreal, Can.

San Antonio



Residence at Middletown, N. J.  
E. A. Arend, Architect.

## Will your house be haunted?

**C**AN you live happily in a house where the ghost of the fire peril constantly menaces you, those you love, and the possessions you treasure? No amount of money or insurance can drive away this dread. But, it can be prevented in advance. You can be sure of safety. You can build into your house a constant and infallible guardian against danger—

### NATCO HOLLOW TILE

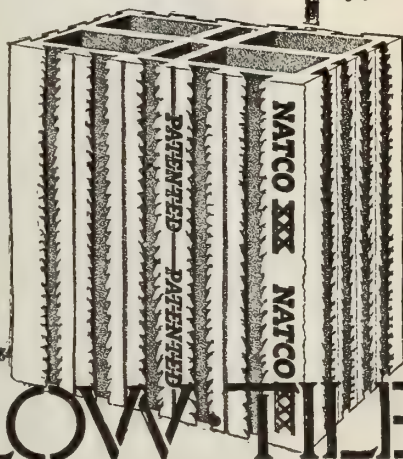
Build of Natco throughout and forget about fire. Don't worry about possible ravages of weather or time. This material, now giving safety and long life to the mammoth skyscraper and to the cozy bungalow alike, defies not only fire but all of nature's destructive forces. Build of Natco and enjoy greater physical as well as mental comfort. Natco's air blankets are a great aid in keeping out winter's cold and summer's heat.

Whenever and whatever you do build, remember Natco not only as the material to use but as a free Service at your command. This Service means the experienced Natco Engineers working with you, your Architect and Contractor from the first plans to the finished building. Natco Service is one of the factors that make Natco construction so uniformly satisfactory and economical. It infallibly prevents mistakes and waste in building.

Now, while you are thinking about Natco, find out more about this material. Send for our 32-page handbook, "Fireproof Houses", with photographs and descriptions of beautiful Natco residences designed by well known architects. You will find in it many ideas for your new home. Mailed anywhere on request.

**NATIONAL FIRE  
PROOFING COMPANY**  
550 Federal Street  
Pittsburgh, Pa.

*Made from  
clay—baked  
by fire—it  
cannot be  
destroyed  
by fire.*



# NATCO · HOLLOW · TILE



# This Bridge Was Built of Concrete

## *Build Your Roads Also of Concrete*

Concrete is the building material selected by engineers for great bridges, buildings, locks, seawalls, foundations and other structures that must everlastingly endure.

### Concrete Roads Are Permanent

Concrete roads are the most economical of all types of permanent pavements because they will successfully withstand the wear of traffic and with negligible cost of upkeep, will give 100% efficient service 365 days in the year.

Concrete roads are dustless, mudless, and free from ruts and holes. The heavy motor travel of today has made necessary the building of roads of the strongest and most permanent material. That material is concrete.

*South Eighth Street Viaduct, Allentown, Pa., McArthur Bros. Co., Contractors.*

*Write to-day for  
Bulletin No. 136.  
It contains facts of  
great interest to any  
taxpayer.*

### PORTLAND CEMENT ASSOCIATION

Offices at

|              |                   |
|--------------|-------------------|
| ATLANTA      | MILWAUKEE         |
| CHICAGO      | NEW YORK          |
| DALLAS       | PITTSBURGH        |
| DENVER       | SALT LAKE CITY    |
| INDIANAPOLIS | SAN FRANCISCO     |
| KANSAS CITY  | SEATTLE           |
|              | WASHINGTON, D. C. |

**CONCRETE**  
FOR PERMANENCE



THE best way to economize on painting is to use paints that last longer, and the paint that lasts longest is the paint that contains zinc.

# New Jersey Zinc<sup>o</sup> in paint

increases durability by postponing decay. Other necessary ingredients serve other useful purposes, but zinc reinforces every good quality of every other ingredient. Zinc paint costs no more in the first place and a great deal less in the long run.

Good prepared paints always contain zinc. Competent painters who mix their own paints add zinc. It is easy to make

sure that you get enough zinc in your paint. To help you, we have prepared a list of prepared zinc paints and also a list of manufacturers who grind composite zinc pastes in oil, such as painters use to get a good zinc mixture.

These lists and our booklet "Zinc in Paint" will help you get your money's worth every time you paint.

THE NEW JERSEY ZINC COMPANY, 55 Wall Street, New York

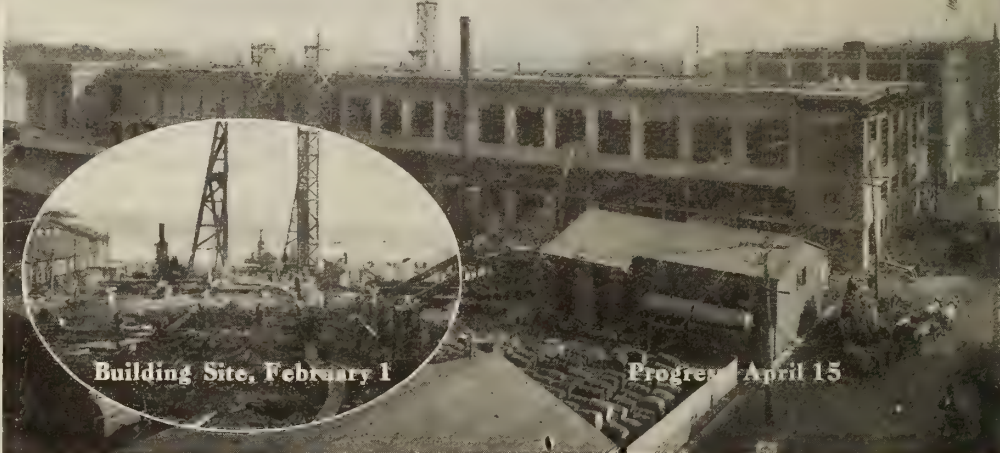
ESTABLISHED 1848

Branch: Mineral Point Zinc Co., 1111 Marquette Building, Chicago





## In Eleven Weeks



Building Site, February 1

Progress, April 15

The photographs show eleven weeks' construction progress on a brick and structural steel factory and substation built by **Stone & Webster** for the Roessler & Hasslacher Chemical Company in Perth Amboy.

In spite of a month's delay in the delivery of structural steel, the building was finished within the original time estimate.

The manner in which this work was carried to completion attracted the attention of the owners of the property adjoining this new plant. They have given us a contract to construct a new five-story factory.

Thirty-nine per cent of our construction work completed during 1917, or now in progress, have been repeat contracts.

If your business demands the undivided attention of your operating force, we can relieve your organization of all problems of design, construction, purchase and installation of equipment.

Our book, "Building Construction," shows examples of work done in the rapid construction of shops, factories, warehouses, industrial plants, etc.

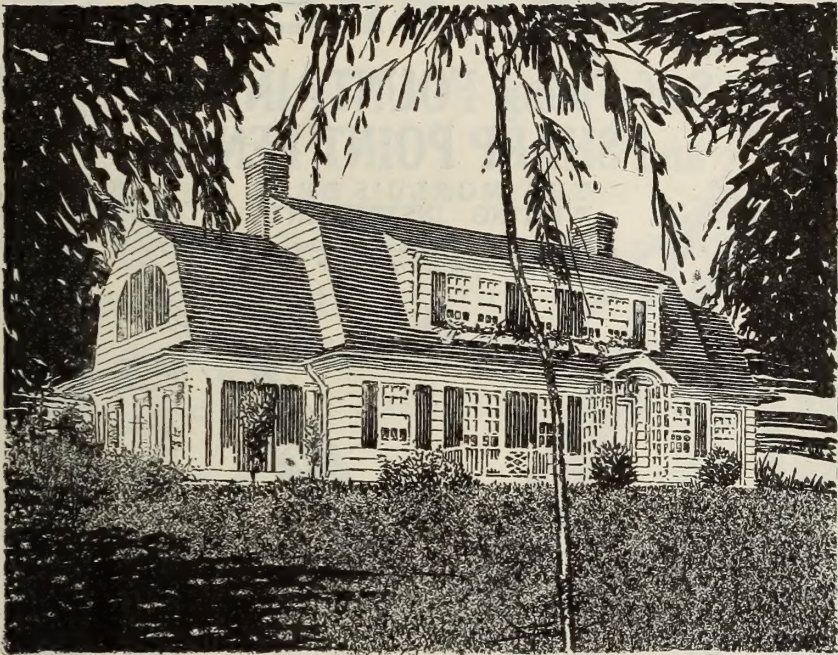
# STONE & WEBSTER

NEW YORK: 120 Broadway

BOSTON: 147 Milk Street

CHICAGO: First National Bank Building





## AN INVITING EXTERIOR

should mean an hospitable interior. No one factor is more necessary to a warm, home-like inside-the-house atmosphere than perfect woodwork. Above all, beware of dead-looking trim which will neutralize every attempt to carry out your chosen decorative scheme.

## ARKANSAS SOFT PINE

affords particular home builders the ideal woodwork for rich browns, deep mahogany or dainty silver gray and enamel tints. It is free from every deterrent effect on stains or enamel.

Our book explaining why and how will be sent on request. If interested in home plans, let us know at once. Arkansas Soft Pine is Trade Marked and sold by dealers East of the Rockies.

**ARKANSAS SOFT PINE BUREAU**

635 BANK OF COMMERCE BUILDING  
LITTLE ROCK · ARKANSAS





# SHEAFFER'S

## Self Filling FOUNTAIN PEN and SHARP POINT PENCIL

THE WORLD'S BEST  
WRITING INSTRUMENTS

*There's a style to suit the taste  
and purse of every giver*

29 I-2 S.14K  
Solid Gold  
Band  
\$4.50  
Same in  
Long

36 E. M. 18K  
1-10 Gold  
Filled  
\$10

B. A.  
Sterling  
Silver \$2.50  
C. A. Gold  
Filled \$3.00  
A. B. Fancy  
Silver Filled  
\$1.50

**The Gift  
of Gifts  
for Soldiers  
and Sailors**

C. C. 20 year  
Gold.  
Chased  
\$3.50  
B. C. Ster-  
ling \$3.00

**I**N selecting a Sheaffer Pen or Sharp Point Pencil for a Christmas gift, you can feel sure that it will not only meet with instant appreciation but will become doubly prized as time proves its daily usefulness and reliability. For the Sheaffer Pen does not blot nor leak and the Sharp Point Pencil is always sharp and always ready for use.

**Sold by Good Dealers Everywhere  
UNDER MONEY BACK GUARANTEE**

**W. A. SHEAFFER PEN CO.**  
Ft. Madison, Iowa

*Service Stations*

203 Broadway, New York City  
1004 Consumers Bldg., Chicago  
Monadnock Bldg., San Francisco

No. 2  
Long or  
short with  
Clip Cap  
\$2.75 with-  
out clip \$2.50  
2 M. without  
clip \$2.50

21 S. C. 18K  
1-10 Gold  
Filled, Ring  
End \$3.50

29 14K Solid  
Gold Band  
\$5.00. Same  
in Short

No. 4  
Long or  
Short with  
clip cap  
\$4.25 with-  
out clip \$4.00

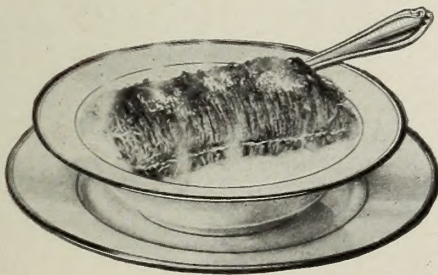


# For Your "Meatless Days"

Of course you will want to help the Government in the work of conserving food supplies by having one or two meatless days each week. For your meatless meals you will want food that supplies as much nutriment as meat at a lower cost—food that is ready-to-eat and easily digested.

## Shredded Wheat Biscuit

contains all the body-building material in the whole wheat grain prepared in a digestible form. It is 100 per cent. whole wheat—nothing wasted, nothing thrown away. The whole wheat contains every element needed for building healthy bodies and for furnishing energy for the day's work. It contains more real, body-building nutriment than meat, eggs or potatoes and costs much less.




Two or three of these crisp, brown little loaves of cooked whole wheat with milk or cream make a nourishing, satisfying meal for any time of day at a cost of a few cents. Delicious with sliced bananas, stewed prunes, baked apples or other fruits.

Made only by

**THE SHREDDED WHEAT COMPANY, Niagara Falls, N. Y.**





The advertisement is framed by a decorative border with repeating leaf motifs. At the top center is an eagle with spread wings perched on a globe labeled 'Ideal'. Below this, a harp-shaped frame contains the main title. On either side of the harp are two pens shown vertically. In the center, below the harp, is a paragraph of text. Below the text is a banner with the company name and address. At the bottom corners are two more pens shown vertically. The entire layout is symmetrical and uses a color palette of black, gold, and blue.

# Waterman's Ideal Fountain Pen

WITH the world at war, each day adds pages to history. The men of America are making it — Waterman's Ideal Fountain Pen — the pen of America — is writing it. It is the pen dependable in the trenches and on the seas, as in the homes, schools and workshops.

The dominant superiority of Waterman's Ideal as a writing tool, and its matchless reliability and convenience, have put it into the hands and made it the preferred pen of writers all over the world.

Sold at the Best Stores

**L.E. Waterman Company**  
191 Broadway - New York  
Boston - Chicago - San Francisco - Montreal

No. 12  
Regular  
With Clip-Cap  
\$2.75

No. 0852½V  
Self-Filling  
Gold Banded  
\$3.50

No. 54  
Self-Filling  
With Clip-Cap  
\$4.25

No. 42½V  
Safety  
Type  
\$3.00